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2012 GLOBAL ORDER BOOK

ShowBoats

INTERNATIONAL

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SALARIES**
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should you pay?

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FAT CAT

WORLD PREMIERE 164-foot launches

▶ *Trinity's Falcon* ▶ *ISA's Liberty*

DECEMBER 2011/JANUARY 2012

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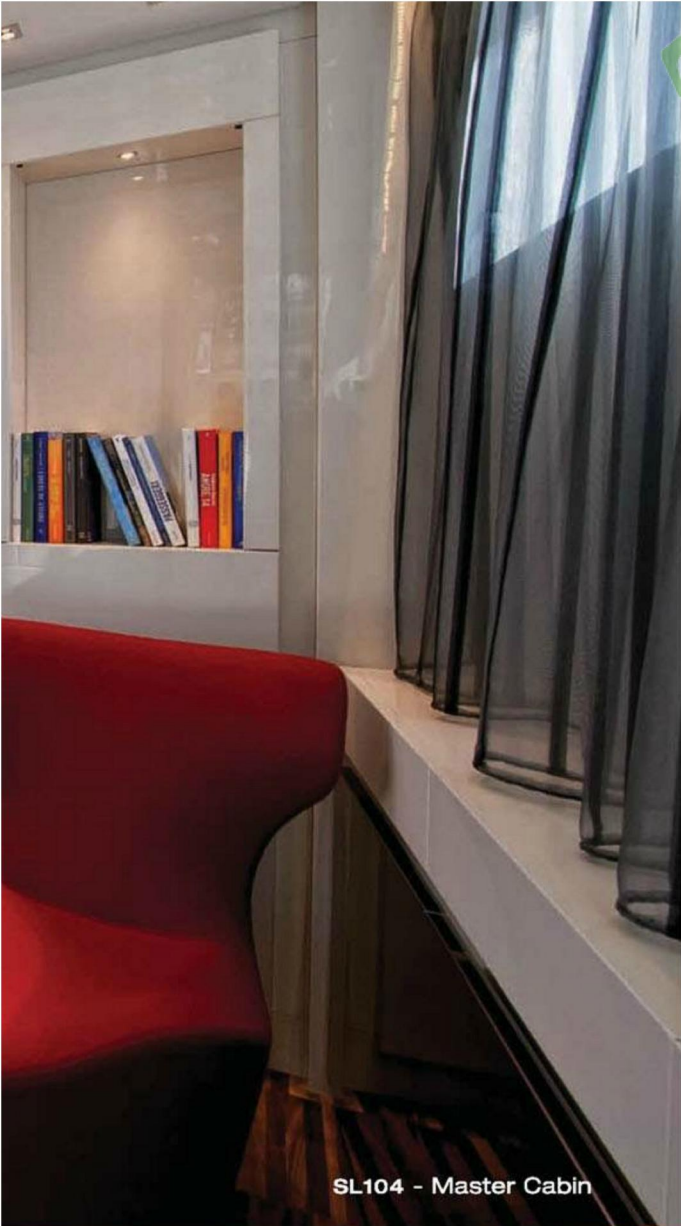
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on the cover
At 145 feet, *Hemisphere* is the world's largest cruising catamaran. Photo by Jeff Brown/Superyacht Media.

YACHTS

HEMISPHERE

Years of chartering inspired *Hemisphere's* owners to build a yacht of their own, a catamaran that would satiate their passion for sailing and diving. Their big dreams turned out a vessel of record-breaking proportions. [page 38](#)

FALCON

This 164-foot Trinity is a sumptuous, eminently seaworthy vessel with a decidedly refined, masculine design touch. Yet her intended purpose is humble, rooted in the simple pleasures the sea brings. [page 50](#)

TOLD U SO

Kirk Lazurus is unique in yachting. How many other owners are also designers and in the luxury resort business? He's drawn upon his background to create a new kind of charter yacht where service is taken to the extreme. [page 60](#)

LIBERTY

International Shipyards Ancona's new 500 series yachts may share the same hull, but the similarities end there. The sleek first delivery, 164-foot *Liberty*, shows just how versatile the yard is when it comes to superstructure styling. [page 70](#)

december 2011/january 2012

PHOTO BY THIERRY ANELLER

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A CHEF'S DREAM?

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THE VALUE OF CREW

In today's competitive job market, we examine what an owner can expect to pay to keep the same faces on board. [page 102](#)

HAPPY SHIP

Putting a priority on crew living spaces ensures that the adage, "happy crew, happy ship" rings true. See how these yachts make it work. [page 106](#)

EXCLUSIVE FEATURES

GLOBAL ORDER BOOK

Now in its 21st year, *ShowBoats International's* Global Order Book offers definitive expert analysis on the state of the industry. Who has the most orders? What markets are growing? We have the data. [page 81](#)

DESTINATION: YACHTING'S AMBASSADORS

Continuing her around-the-world voyage, *Golden Compass* calls upon East Timor, where her owners discover a world in which they will make a lasting impression. [page 112](#)

SHOWBOATS DESIGN AWARDS

Winners are announced for the awards that celebrate the talented creative teams behind each owner's unique vision. [page 122](#)

OWNER'S INTEREST: IF YOU CAN'T TAKE THE HEAT

Exceptionally dangerous on a boat, fire is a captain's worst nightmare. There is much owners can do to improve the safety standard on board. [page 137](#)



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All SEA AXE models are available with various deck and interior configurations. The range is already a proven success with two Fast Yacht Support SEA AXE 5009 delivered and two SEA AXE 6711 under construction.



SEA AXE 3707



SEA AXE 5009



SEA AXE 6711

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From first glance, *Katya* is a striking beauty – a symphony of curves and shapes stunningly chic, yet magnificently timeless. Delta's 151-foot full-displacement motor yacht utilizes the most advanced composite technology and naval architecture. Styled by the in-house Delta Design Group – who is also responsible for the entire engineering package – *Katya* is sure to make an unforgettable impression to all who make her acquaintance.



It's the Magic

His eyes lit up, his voice almost dreamy as he recalled those perfectly still nights on board his yacht anchored in a Norwegian fjord. "It is so quiet that we end up whispering on deck at night," he says. These peaceful nights would be followed by days spent picking wild berries and fishing.

"It's the magic," he summed up about what draws him to these cruising grounds, as if that explained it all—and it did, perfectly.

He had been telling me about a group he participated in recently that had been discussing yacht ownership and how, surprisingly to him, he appeared to be the only owner who was happy with his yacht. Perhaps it was his choice of cruising grounds, he guessed, away from the bustle of the Mediterranean.

But even this gentleman, one who knows the magic yachting can bring, has one complaint—crew salaries. "It's ridiculous what a deckhand expects," he said during the same conversation.

Crew can have that distinctly non-magical effect on owners. They have a huge—perhaps the strongest of any single element—impact on an owner's enjoyment of yachting. One of my favorite quotes in this issue comes from Billy Smith at Trinity Yachts who says, "Trinity's position on crew is that if you have a good crew you are yachting, and if you have a bad crew you are boating—and there's an enormous difference."

To help you work towards the former, this issue focuses on crew issues, including optimal galley design and innovative crew accommodations. And for anyone else concerned about the high cost of crew salaries, we have the definitive data

compiled by our sister publication, *Dockwalk*. Each year it publishes an exhaustive salary table organized by crew position and yacht size. This year's table is based on more than 1,500 crew who shared their salaries in an online poll and 15 crew agencies that provided their placement salary figures. The result is a clear picture of the reality of today's captain and crew salaries.

Kirk Lazarus would likely agree on the importance of attracting and retaining top crew—ones who will create, not ruin, the magic. To say the man behind Molori Private Retreats has a thing for good service would be an understatement. Before building his own yacht, Lazarus chartered often and found himself "sick and tired of...crew who couldn't adapt between being formal or chilled depending on what was required." He shares with us how he's improved the service standard on his new Benetti Vision, *Told u So*.

This issue also brings *ShowBoats'* 21st annual Global Order Book. Counting all the projects building or contracted worldwide at the same time each year gives us a comparative analysis of the industry's health. At this time, after three years of economic downturn, the numbers are particularly revealing.

As the yachting industry struggles to find its "new normal" in these post-crisis times, it is almost ironic to hear what one crew agent astutely points out in this issue: "What is our whole life is the owner's toy."

Keeping in mind the ultimate purpose of these "toys"—to deliver owners to places of magic—will ultimately help everyone find new ground.

Kate Larely

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EVERY ROLEX IS MADE FOR GREATNESS. THE DAY-DATE II, LAUNCHED IN 2008, ENHANCES THE LEGACY OF THE ORIGINAL DAY-DATE, WHICH WAS THE FIRST WATCH TO DISPLAY THE DATE, AS WELL AS THE DAY IN ITS ENTIRETY. NOW IN A LARGER, MORE COMMANDING 41 MM SIZE, THE DAY-DATE II IS A NATURAL EVOLUTION OF A CLASSIC AND IS PRESENTED HERE IN PLATINUM.

THE DAY-DATE II



ROLEX

contributors



Rebecca Cahilly

REPORTING FROM:

FORT LAUDERDALE, FLORIDA

We're here to expose the ugly truth: not all yacht galleys are a chef's dream. For this issue's design focus, we asked superyacht chefs to come out of the kitchen to face owners, designers and yards and collaborate on the factors one must consider when designing the ideal yacht galley. [page 32](#)



Steve Davis

REPORTING FROM:

FORT LAUDERDALE, FLORIDA

There are always two sides to crew salaries—crew and owner. It's no surprise they each look at it differently—income and expense. But what is surprising in this year's 2011 Salary Survey, compiled by *Dockwalk* magazine, is attitude. Crew are learning that to see the world from the deck of a luxury yacht requires a whole new approach, which in turn brings owners a new type of crew. [page 102](#)



Amanda McCracken

ON LOCATION:

PRINCIPALITY OF MONACO

Walking around *Liberty* at the Monaco Yacht Show with the chief engineer, we passed by the galley on the way to the engine room and the subject of engines moved to haute cuisine, at which point the engineer exclaimed, "I think you are asking the wrong person about fine dining." It just goes to show that you should keep your engine oil and olive oil separate! [page 70](#)



Peter Boulton

ON LOCATION:

PRINCIPALITY OF MONACO

There can't be many (if any) straight-forward 164-foot cruising yachts of such opulence that are basically devoted to the joys of fishing. In this instance, Trinity's new *Falcon* does not swoop down to catch its own fish, but is a lusciously comfortable base for owner and friends to operate from in smaller sportfishing vessels. Nice. Please wait while I grab my fishing tackle! [page 50](#)



Nigel Sharp

ON LOCATION:

FALMOUTH, CORNWALL, U.K.

Hemisphere's American owners have had to be very patient—seven years from concept to completion is a long time even for the world's biggest sailing catamaran. But the wait is over and they, and occasional charter guests, will now be able to enjoy the vast spaces and cruising potential that this extraordinary boat provides. [page 38](#)



Louisa Beckett

REPORTING FROM:

FORT LAUDERDALE, FLORIDA

During my career reporting on new superyacht launches, I have toured many yachts with crew quarters that were finished to the same standard as the owner's and guest accommodations. I thought that was a good thing, so I was surprised to learn that, in fact, many superyacht crews don't like it when their quarters are as "fancy" as the guest cabins. To them, ornate millwork and stonework just represent a bigger cleaning job. [page 106](#)



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THE KEN FREIVOKH-DESIGNED FORTISSIMO

LOA: 475' (145 m) **BEAM:** 56' 9" (17.3m) **DRAFT:** 14' 9" (4.5m) **TONNAGE (APPROX.):** 7,000 GT **HORSEPOWER:** 93,871 (70,000kW) **SPEED:** 35 knots

ITALIAN BUILDER'S LATEST CONCEPTS SHOW A DIVERSE RANGE

THE TWO DESIGNS UNVEILED by Italian builder Fincantieri Yachts during the Monaco Yacht Show—Virage 88 and Fortissimo—might as well be called Alpha and Omega for the range they display. And why not? The yard's parent company fills orders for merchant ships, warships and cruise ships. If you know Cunard or Carnival Cruise lines, you know Fincantieri. The company, which is owned by the Italian government, took its first mega-yacht order five years ago and recently delivered its first product, the 426-foot *Serene*. Its second, a 459-footer, is underway.

Fincantieri has identified the 230- to 492-foot range as its niche and rather than wait for projects, its management recently hired Andrew Winch and Ken Freivokh for exclusive designs that showcase what Fincantieri sees as its particular strengths.

"It's a must to build yachts in harmony with nature," says Winch. "Nature grows in proportion; to do otherwise is breaking the rule of nature. [Virage] starts with a classical bow and sheer, but after that,

it's all about the flow. We thought about the perspective down the side decks; each bulwark is a sculpture."

Large openings in the superstructure port and starboard of Winch's stylish 289-foot design will allow views from main deck spaces. The master is to be set forward a deck above. "Mint glass—and this would be an excellent use for 'smart glass'—wraps like a ribbon of water around each deck," says Winch. The bow is long to accommodate a helipad atop tender garages, which leaves the stern for owner and guest use with a pool terrace, watersports deck and beach club. "This is couture in a white dress."

Freivokh was given no limitations, but it was suggested that a high-speed proposal would leverage the yard's success with *Destriero*, a triple-turbine-powered yacht that set a transatlantic speed record in 1992. Freivokh responded with a fantasy called Fortissimo, a 475-footer designed to achieve 35 knots on twin diesels and gas turbines, each driving a water jet.



INTRODUCED AND SOLD:
BENETTI'S NEW FLYBRIDGE
CUSTOM SERIES
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POST-PALLADIUM SUCCESS:
B+V AND MICHAEL LEACH
DESIGN ARE AT IT AGAIN
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WorldMags.net
LATEST REFIT BREATHES NEW
LIFE INTO FAMED J CLASS
ENDEAVOUR
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NEW INITIATIVES MAKE
ST. LUCIA MORE TEMPTING
TO THE YACHTING SET
page 30



As to the yacht's striking V-frames on the outside of glass walls, Freivokh says, "Light and reflection have not been sufficiently exploited. We want you to be aware of beams, aware of staircases and connecting the inside and outside." He believes long sightlines add excitement.

The yacht's seven decks organize functions. For example, a social deck has open yet protected terraces fore and aft, a forward salon, dining, art gallery and an informal lounge overlooking the double-height aft salon below. Crew accommodations, galley and machinery occupy the two lowest decks. "This is a yacht that is a machine, not a mixture of a vessel with a house," he concluded. – MARILYN MOWER

www.fincantieri.it; +39 040 319 3111



THE ANDREW WINCH-DESIGNED VIRAGE 88

LOA: 288' 7" (88m) BEAM: 47' 6" (14.5m) DRAFT: 12' 4" (3.75m) TONNAGE: 2,600 GT HORSEPOWER: 6,700 (2,500kW) SPEED: 18 knots

**148-FOOT WIDER****HYBRID 150 MORPHS LIKE A TRANSFORMER**

WIDER, WHICH GAINED WORLD RECOGNITION for its 42-foot open day-cruiser that features extendable sides, has moved into the mega-yacht market. In partnership with Camper & Nicholson's International, it presented the Wider 150 concept at September's Monaco Yacht Show.

The all-composite 150 features a hybrid propulsion system with a 600kW battery pack, two 600kW diesel engines and two 450kW electric motors. The modular system can run on batteries alone, on diesel/electric power or both plus the diesel engines, depending on the range and speed required. A maximum range of 7,100 nautical miles is achieved when running at 11 knots on diesel/electric power. Add in the diesel engines, and she'll hit a top speed of 20 knots. On battery power

alone, the yacht will cruise for eight hours at seven knots.

A spectacular beach club shows the company's trademark versatility. A tender well designed for a Wider 33 tender features a float on/off launching system; with the tender launched it becomes a saltwater swimming pool or can be covered to create a dance floor. Two wings open from the sides of the transom that, together with the aft platform, form a very spacious entertaining area at water's edge.

The foredeck houses two additional tenders and a covered garage for two personal watercrafts or a Tesla Roadster electric sports car. The deck above the tenders can be raised to the top of the bulwarks to become a touch-and-go helipad. www.wider-yachts.com; +39 0721 956077

LOA: 148' (45.1m) **BEAM:** 24' 10" (7.6m) **DEPTH:** 4' 9" (1.5m) **DISPLACEMENT (FULL LOAD):** 245 tons
POWER: 2 x 600kW diesel engines, 2 x 450kW electric motors **SPEED (MAX/CRUISE):** 20/13 knots

184-FOOT FEADSHIP**LATEST FEADSHIP CONCEPT HARNESSSES "LIFE-FORCE ENERGY"**

"**WE STARTED WITH THE IDEA** of designing a boat for the ultimate holiday lifestyle and for customers who might not have even been thinking that a boat could be the way to enjoy that lifestyle," says Ronno Schouten, De Voogt design manager. "It's all about circulating life-force energy—a sense of power with calming peace." A central interior area wrapped around the light tower and staircase atrium ensure security for the private zones while multi-use fore and aft areas are more public and transition from interior to exterior spaces.

The long-anticipated fifth yacht in Feadship's Concept series, Qi brings

forward the propulsion system developed for last year's concept, Breathe, a single propeller in line with an azimuthing stern thruster. This promising system is actually being tank tested now for another project. Three different propulsion modes are possible: Diesel-Electric mode, where the generators provide clean, quiet operation up to 12 knots; Range mode, only the medium-speed diesel engine is operating; and Full-Speed mode, where both the main engine and the generators are combined for maximum power. www.feadship.nl; +31 (0) 23 524 7000



LOA: 183' 9" (56m) **BEAM:** 37' 5" (11.4m) **DRAFT:** 11' 10" (3.6m) **HORSEPOWER:** 1,880 **SPEED (MAX/CRUISE):** 16/14 knots

**STELLA MARIS****DUCHESS OF TUSCANY II****236- AND 209-FOOT VIAREGGIO SUPERYACHTS****VIAREGGIO SUPERYACHTS' EXPERIMENTAL NEW FLAGSHIP**

A WINNING FIRST LAUNCH—the Espen Øino-designed *Candyscape II* that took Best Displacement Motor Yacht 500 GT to 1,299 GT at the 2010 World Superyacht Awards—drew attention to Viareggio Superyachts (VSY), which was further affixed by its second launch *RoMa*. The burgeoning Italian builder is now at work bringing its latest steel-and-aluminum creations to life, the 236-foot flagship *Stella Maris* and the 209-foot *Duchess of Tuscany II*.

Also designed by Øino, in collaboration with Laurent Giles Naval Architects, *Stella Maris* shows off some bold design choices. Staggering internal decks—there are five decks forward and four aft—and raising the salon ceiling height to almost nine feet creates a voluminous-feeling interior. Another unique design element that lends to the sensation of more space is the use of walls of glass in lieu of solid walls in the salon and owner's cabin. (Federico Bennewitz, VSY's general manager, discussed this element from a technical point of view during the Superyacht Design Symposium.) Studio Reverberi drew up a simple but elegant interior brought to life with natural stones, light fabrics

and luminous veneers. *Stella Maris* will boast a certified heli-deck, an exclusive guest deck and a separate owner's deck. She is slated for a 2012 delivery.

Duchess of Tuscany II is designed to be an evolution of *Candyscape II* and *RoMa*, extending the length, expanding the technical elements and improving crew comfort. The 209-footer will have diesel-electric bow and stern auxiliary thrusters and four high-powered generators in sound-insulated cabins. The laundry area has been expanded and moved to a more practical central position; storage areas also have been rearranged for improved efficiency. She is planned for a 2013 delivery.

VSY's yachts have earned RINA Green Star Plus Gold and ABS Environment Safety certifications by using recyclable materials, recovering heat from generator exhaust for hot water production, installing redundant water treatment systems and utilizing a dynamic positioning system in protected areas where anchoring is forbidden.

www.vsy.it; +39 0584 39671

STELLA MARIS LOA: 236' 3" (72m) BEAM: 41' 4" (12.6m)
DRAFT: 12' 2" (3.7m) GROSS TONNAGE: 2,270 GT POWER: 2 x
Caterpillar 3516B tier II SPEED (MAX/CRUISE): 17/12 knots

DUCHESS OF TUSCANY II LOA: 209' 4" (63.8m) BEAM: 36' 1" (11m)
DRAFT: 10' 2" (3.1m) GROSS TONNAGE: 1,070 GT POWER: 2 x
Caterpillar 3516B tier II SPEED (MAX/CRUISE): 17/12 knots

164-FOOT BENETTI**FIRST OF NEW SERIES SOLD**

WITHIN WEEKS OF BENETTI INTRODUCING its new FB 800 custom series superyacht, the first yacht—hull number FB 801—was bought by a current Benetti yacht owner.

The 164-foot flybridge superyacht will feature the unusual juxtaposition of a fiberglass hull and aluminum superstructure—an innovative combination that will give great design flexibility for customization. It also makes for a lighter yacht, with total weight planned to come in just under 500 tons. She is being built at Benetti's Livorno, Italy, yard, which specializes in steel and aluminum superyachts 148 feet and up, and is due to be launched in 2013. – KERI FULLER
www.benettiyachts.it; +39 0584 3821

LOA: 164' (50m) WEIGHT: Under 500 GRT



141-FOOT HODGDON YACHTS

A RACE BOAT INSPIRATION

THE SILHOUETTE OF AN EARLY race boat inspired the Michael Peters-designed 141-footer from Hodgdon Yachts. This was developed into a sleek, dramatic and faintly retro aesthetic for which Peters is known; his work on both the Chris-Craft 28 and the Hodgdon Limo Tender share this feeling.

"They're both retro looking, but they're modern—in the sense that they're modern boats on modern scales—but from a distance they have the flare of a classic boat," says Michael Peters, founder of Michael Peters Yacht Design.

In a similar way, this 141-foot design is decidedly modern in its layout. "We looked at the feeling of the boat that the owner wanted, and one of the things that was really important was a sense of private owner space," says Peters. "Many of these boats spend a lot of their time docked stern-to in places like Monaco—the aft deck is really not a private space at all. So you make that an entertaining space, and if you want to have some privacy you put the owners' area forward."

The main deck features a full-beam owners' cabin with a large en suite and private access to the forward owners' "amenity" deck with a spa pool and sunpads. Aft of this lies the galley, main salon and dining area, and farther aft a large deck space for socializing, with sunpads, a big spa pool and an area for al fresco dining. Guest accommodations are on the lower deck.

The cantilever-style raised pilothouse, along with the concept's aft bustle, required a builder that could do justice to their complex shapes. Peters feels Hodgdon fits the bill. While Hodgdon is the oldest yard in the U.S., with 200 years of wooden boatbuilding experience, it was the builder's expertise in modern composites that made it particularly suitable to this build.

"In terms of shapes it is very complex, and it would be very complicated to build in aluminum; it needs to be built in composite," says Tim Hodgdon, CEO of Hodgdon Yachts. — CAROLINE WHITE
www.hodgdonyachts.com; (207) 633-4194;
www.mpyd.net; (941) 955-5460

LOA: 141' 1" (43m) **BEAM:** 27' 11" (8.5m) **DRAFT:** 7' 6" (2.3m) **WEIGHT:** 375,000 lbs **POWER:** 2 x 4,615-hp MTU 16V 4000 **SPEED (APPROX.):** 32 knots

290-FOOT BLOHM+VOSS

PALLADIUM'S SUCCESSOR

WHILE THE AWARD-WINNING 312-foot *Palladium* was under construction, her German builder, Blohm+Voss Shipyards (B+V), approached that yacht's British creative team, Michael Leach Design (MLD), with the idea of bringing some of *Palladium's* concepts and styling cues forward in a smaller platform. Renderings and a full model were unveiled at the Monaco Yacht Show in September.

This full-displacement concept meets a requirement that it measure under 3,000 GRT and thus under the threshold for SOLAS requirements. According to B+V's Cristian Schwarzwälder, the yard believes that not

only the superstructure's compound curves but its technical systems and innovative hull features likely will have broad appeal, although he said the yard is not contemplating exploiting the design as a series. While the concept shows an owners' deck and guest accommodations in five main-deck staterooms, Schwarzwälder noted that the MLD interior is inherently customizable. Its 51-foot beam will certainly allow plenty of options and sufficient tankage for a 5,000-nautical mile range at 15 knots. www.blohmvoassyachts.com; +49 (0) 40 1800 2100; www.michaelleachdesign.com; +44 (0) 15 9061 2908



LOA: 290' (88m) **BEAM:** 51' (15.4m) **DRAFT:** 13' 1" (4m) **GROSS TONNAGE:** <3,000 **POWER:** 2 x 2,895-hp MTU **SPEED (MAX/CRUISE):** 17/15 knots



86-FOOT JFA YACHTS

FRENCH BUILDER DEBUTS SEMI-CUSTOM, LONG-RANGE CATAMARAN

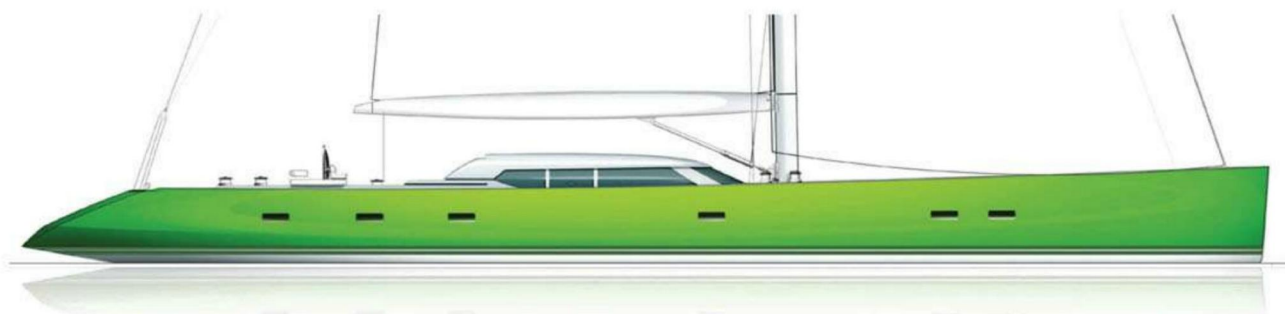
WITH THE FIRST ORDER RECENTLY signed on its new Long Island 85, JFA Yachts enters the semi-custom catamaran market. JFA developed the concept with naval architect Marc Lombard, whose firm was also responsible for the interior design. This cat is designed for comfortable passagemaking; she is spacious and beamy, and her weight and draft have been adapted to fit a long-range program.

This first Long Island 85 has a two-and-a-half year build time. The hulls and base of the nacelle are to be constructed in aluminum with a composite deck and superstructure. Built for an American owner, it will

include an owners' cabin forward in the nacelle offering direct access to the forward deck and trampoline. The salon will feature an indoor helm, living area and bar. The starboard hull will host a guest cabin, office and owners' bathroom, and the port hull will have two guest cabins, galley and two crew cabins. A choice of layout options will be available in future builds.

JFA also will launch a 110-foot catamaran in March 2012 and is planning to open an office on the U.S. East Coast. www.jfa-yachts.com; +33 (0) 2 98 60 49 48

LOA: 85' 11" (26.2m) **BEAM:** 39' (11.9m) **DRAFT:** 8' 2" (2.5m) **DISPLACEMENT:** 70 tons **POWER:** 2 x 380-hp **SAIL AREA:** 3,875 sqft



110-FOOT VITTERS

EXPERIENCED OWNER'S HIGH-PERFORMANCE SLOOP

VITTERS'S FOURTH CARBON SUPERYACHT will be *Inoui*, a 110-foot sloop designed to exceed performance expectations at every turn. She is designed by Philippe Briand for an experienced owner and will turn heads with her striking hull color.

Inoui will have a carbon hull and superstructure, lifting keel and a light-weight interior designed by Andrew Winch. Also adding to her high-performance assets is the high roach square main sail, which contributes greater

sail area with its square top compared to a traditional triangle-shaped sail. Vitters is also busy developing advanced hydraulics systems that can be used during sailing and racing and serve as backup for the generators.

Destined for far-flung sailing destinations, the yacht will have a 10-hour "silent period," which will allow her to be anchored in peace and quiet in remote anchorages. *Inoui* is scheduled for delivery in May 2013. www.vitters.com; +31 (0) 38 386 7145

LOA: 109' 7" (33.4m) **BEAM:** 22' 8" (6.9m) **DRAFT (KEEL DOWN/UP):** 17' 8" (5.4m)/ 12' 6" (3.8m) **WEIGHT:** 85 tons **POWER:** 1 x Caterpillar C7 **SAIL AREA:** 6,135 sqft



315-FOOT PENDENNIS PLUS

VAVA II'S RECORD-BREAKING LAUNCH

AT 315 FEET, VAVA II is the largest privately owned motor yacht ever to be built in the U.K. Built by Pendennis Plus, formerly Devonport Yachts, she was christened in Plymouth, U.K., in September, began sea trials in October and was delivered to her owners shortly after. Formerly known as P55, she features a striking exterior design from the studio of Redman Whiteley Dixon with a luxe interior by Rémi Tessier.

Vava II has a fold-down beach club and variable-depth swimming pool. Large tender garages fore and aft will carry four tenders. She is built to SOLAS-36 passenger ship standards and will be available for charter. Additional details of the yacht are being kept confidential as she is reportedly destined for high-profile owners.

www.pendennis.com; +44 (0) 13 2631 2488



130-FOOT YACHTING DEVELOPMENTS

NEW LIFE BREATHED INTO J-CLASS CLASSIC

AFTER AN 18-MONTH REFIT at New Zealand's Yachting Developments, the sensational J-Class yacht *Endeavour* emerged looking better than ever and ready to resume her busy schedule of cruising and racing.

Built in 1934 for British America's Cup challenger Sir T.O.M Sopwith, *Endeavour* is widely regarded as one of the most beautiful yachts ever created. She was rescued from near oblivion by Elizabeth Meyer in 1984 and brought back to life in a five-year restoration.

Twenty-one years, two owners and 300,000 miles later, she again was badly in need of a major refit, but with strict instructions to honor Elizabeth Meyer's legacy.

The work included completely rebuilding the deck, comprehensively restoring steelwork, installing a new main engine and two new gensets and refurbishing the interior, including a new galley and crew quarters.

Dykstra & Partners Naval Architects collaborated on a new sail plan, deck layout and structural engineering. An entirely new deck hardware system saw the original arsenal of 28 winches reduced by half, while a new Southern Spars carbon-fiber mast and boom complete with composite EC6 rigging has brought her up to date with her racing rivals in the J Class. – IVOR WILKINS

www.yachtingdevelopments.co.nz; +64 (0) 9 417 0060

LOA: 129' 7" (39.5m) **BEAM:** 22' (6.7m) **DRAFT:** 14' 9" (4.5m) **DISPLACEMENT:** 143 tons **SAIL AREA:** 7,651 sqft



197-FOOT ABEKING & RASMUSSEN

LATEST EXCELLENCE DELIVERED

AN EXPERIENCED OWNER TAKES DELIVERY of his latest Abeking & Rasmussen *Excellence*-branded yacht. At 197 feet, the custom four-deck, steel-and-aluminum *Excellence V* is nearly 60 feet shorter than *Excellence IV* (now *Eminence*). While a completely new design for the German yard, she keeps the signature whale tail bow flare of the owner's previous yachts.

Reymond Langton Design of London is responsible for both the interior and exterior design. Earthy shades define the interior, which features brown, tan and cream colors accented by colorful and ornate works of art. The layout makes full use of the roomy 42-foot beam. Guest accommodations are located on the main deck and feature large windows, while the aft main deck hosts a dining room and salon. The upper deck is dedicated to the owner and includes a private terrace and pool. The bridge deck has the wheelhouse and captain's cabin forward and al fresco dining aft, and the sun deck is kept simple with a bar and sun lounges. An elevator runs between all four decks. Access to the sea is provided at the beach club and via a door portside on the lower deck. www.abeking.com; +49 (0) 4216 7330

LOA: 196' 10" (60m) **BEAM:** 42' (12.8m) **DRAFT:** 10' 6" (3.4m) **POWER:** 2 x MTU 16V 4000 M53R **SPEED (MAX/CRUISE):** 15/13 knots



110-FOOT HORIZON YACHTS

LADY GAGA TAKES TO THE WATER

TAIWANESE YARD HORIZON HAS BEEN extremely busy, most notably with Asian clients. Just after splashing its second order larger than 100 feet for Chinese owners, the 110-foot *Lady Gaga*, Horizon has received an order for a 120-foot Raised Pilothouse, also for a Chinese owner.

Lady Gaga comes from the successful Raised Pilothouse series, but at the owner's request this composite motor yacht was entirely customized inside and out. What stands out in the yacht's exterior styling is its vertical window line and wide beam, which makes its interior particularly light and spacious.

The interior is classic modern in style with luxurious features like the striking yin-yang-shaped Swarovski ceiling light in the main salon and the Biaco Pinta Verde marble table top in the dining room forward. Eight guests are accommodated in a master suite forward on the main deck and three cabins on the lower deck comprising a full-beam VIP with large windows and two twin cabins.

Powered to a top speed of 22 knots by twin 1,900-hp Caterpillar C32A engines, the yacht has a range of 1,200 nautical miles at 12 knots.

– RAPHAEL MONTIGNEAUX www.horizonyacht.com; +886 7 860 7770

LOA: 110' (33.5m) **BEAM:** 22' (6.7m) **DRAFT:** 6' (1.8m) **POWER:** 2 x 1,900-hp Caterpillar C32A **SPEED (MAX/CRUISE):** 22/12 knots

Marinas Expand Worldwide



CAMPER & NICHOLSONS MARINAS EXPANDS WORLDWIDE ▲

FROM ASIA TO THE MEDITERRANEAN, Camper & Nicholson's Marinas (C&N) is cementing its worldwide presence with new partnerships in emerging markets. After reaching an agreement with the First Eastern Investment Group to develop the marina sector in Asia under the flag Camper & Nicholson's First Eastern, C&N has designed four marinas in China and is working on long-term management agreements. One of these projects includes the 830-berth marina planned for the New Binhai District of Tianjin in China. In addition, earlier this summer C&N signed a Memorandum of Understanding with BR Marinas to develop C&N Marinas Brazil and work together in marketing cross promotion.

C&N is also moving into up-and-coming Mediterranean hot spots, signing an operating agreement with Limassol Marina in Cyprus. Construction has begun on the nearly 1,000-berth marina, which will accommodate superyachts up to 330 feet. Dockside amenities will include freshwater, cable TV, high-speed Internet, Wi-Fi and electricity. Haul-out and technical facilities will be found shoreside, along with restaurants, shops and villas. Property owners will enjoy first pick of marina slips, and marina-side villas come with an attached berth. The marina is scheduled to open in October 2012 with residences coming online in the months to follow. www.cnmarinas.com; +356 2248 0000

MEGAYACHT MARINA PLANNED FOR HONDURAS

A 155-SLIP MARINA ACCOMMODATING yachts up to 120 feet is planned for the new resort community of Pristine Bay on Roatan, Honduras. The Bay Village Marina will offer fuel and is working to have Customs on site. The surrounding marina village will have condos, boutiques and restaurants, and it will

be home to the The Black Pearl Club House and Yacht Club.

Pristine Bay intends to take advantage of its location on Honduras's reef-fringed Bay Islands by offering custom packages for scuba divers; other activities include championship golf and fishing. Roatan's first golf course,

the Perry and Pete Dye-designed Black Pearl course, opened in January 2011. The five-star Resort and Spa at Pristine Bay will open in 2012. The Bay Village marina will be included of Phase II of construction, which is planned to begin in 2012. www.pristinebayresort.com; (786) 216-0162

BARCELONA MARINA MAKEOVER ►

MARINA PORT VELL IN BARCELONA, SPAIN, is getting a face-lift. After being acquired in 2010 by Salamanca Group, the marina is beginning a major renovation of its facilities, transforming the marina into an enticing homeport; 50 percent of the berths will be available for long-term lease.

Development plans will provide 150 berths for yachts from 30 to 600 feet with 30 berths dedicated to the highest demand market, the 200- to 300-foot yachts. Yacht owners, captains and crew were consulted during the planning, and as a result a very high level of service is the project's aim. New and improved amenities will include a restaurant, concierge services, on-site storage facilities, car parking with vehicle access to all superyacht berths and a crew area with lounge, coffee shop, terrace and barbecue.

Construction began on November 15 and is expected to be completed in fall 2012. www.marinaportvell.com; +34 (0) 93 484 23 00





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ST. LUCIA ROLLS OUT THE RED CARPET FOR YACHTS ▲

NEW MEASURES ANNOUNCED BY the St. Lucia Ministry of Tourism and Civil Aviation are aimed at making the Caribbean island nation more welcoming to yachts and in turn bolster the economy.

Yachtsmen may now stay in St. Lucian waters for up to six months, and the government has waived pre-entry visa requirements for Russian and Australian nationals. Many import duties and taxes have been waived completely, including on yachts brought into St. Lucia and on safety and watersports equipment. For those looking to set up yachting businesses, there is also a 100 percent waiver on income tax for the first five years of business for local charter companies with a fleet of three or more

vessels employing a captain and three crewmembers, and the same waiver goes for import duty and consumption tax on equipment purchased or imported that will be used to establish infrastructure to service yachts.

In addition, clearance charges have been reduced and simplified with a semi-annual fee offered to regular visitors, and yachts can now stay 72 hours after outbound clearance in order to visit anchorages in the southern part of St. Lucia.

The government has approved the formation of a yachting committee under the Ministry of Tourism that will regulate and look out for the interests of the yachting sector. www.stlucia.gov.lc; (758) 468-4605

OVERMARINE GEARS UP TO ENTER CUSTOM MARKET

ITALIAN BUILDER OVERMARINE has been busy, delivering seven Mangusta yachts in the past 12 months and unleashing a range of new designs, including its largest maxi open to date, a 205-foot Mangusta. Overmarine Group's latest venture will allow the company to enter an entirely new market: A new yard being built in Pisa will enable Overmarine to build custom yachts in steel or aluminum larger than 200 feet. The 215,278-square-foot facility will have 96,875 square feet of covered yard space. Plans are being finalized on the Mangusta 205, which will start production at the new shipyard once it opens at the beginning of 2012. www.overmarine.com; +39 0584 963532

CYBER SECURITY SOLUTION

MANY YACHT OWNERS ARE PLACING themselves at personal and professional risk through inadequate network protection, claims Selex Elsag Yacht Technologies, a division of Selex Elsag and provider of navigation, communication, security and entertainment solutions for superyachts. Web attacks are on the rise with more than 250 million new cyber security threats emerging in 2010. "No network on board a yacht is immune from criminal hacking, not even the navigation system itself," says John Hodder, head of Yacht Technologies, explaining why the company has launched its fully integrated cyber security service, Cyber Security Operations Centre (SOC).

Now, Yacht Technologies can offer a highly robust infrastructure, designed to be resilient against security threats, and, thanks to Cyber SOC, a 24-hour remote monitoring service to defend and proactively address security issues as well as continuous analysis of network traffic and system and user behaviors to ensure anomalies arising from threats are detected and responded to quickly.

"Yacht Technologies will provide the superyacht industry the same level of security and resilience as required by government departments, commercial enterprises and critical national infrastructure departments," says Hodder. www.selexyacht.com; +44 (0) 12 6882 3500



left to right
Burger's Jim Berkebile and Jim Ruffolo with HSH Prince Albert II of Monaco, and Burger's Howard Meyers, Ron Cleveringa and Valerie Carasco

BURGER PARTNERS WITH WOOD FOREVER ▲

"WE ARE CONVINCED THAT THE yachting industry must set an example through ethical and socially responsible behaviors, and we are taking action within our organization to adopt these behaviors," says Jim Ruffolo, Burger Boat Company president and CEO. Burger is the first yacht builder to join the Wood Forever program, developed by the Prince Albert II of Monaco Foundation. Wood Forever promotes sustainable management of natural resources and is committed against deforestation. In particular to the yachting

industry, the foundation encourages yacht builders to use timber that comes from sustainably managed forests.

"Burger and the Wood Forever Program have similar goals. We hope that Burger's membership will set an example that others in our industry will follow," says Ron Cleveringa, Burger's vice president of sales and marketing. His Serene Highness Prince Albert II made Burger's membership official during the Monaco Yacht Show in September.

www.fpa2.com;
www.burgerboat.com

—120SL—



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A Chef's DREAM

Or is it? Some galleys may look impressive but fall short in functionality if they are not designed to suit a yacht's intended use.

TEXT BY **REBECCA CAHILLY**

ILLUSTRATION BY **JIM EWING**

DOWN LIGHTING

SOUNDPROOFING

EXHAUST HOOD

INDUSTRIAL STRENGTH,
ANTI-BACTERIAL COUNTERTOPS
W/SPLASH

SUBZERO REFRIGERATOR/
FREEZER DRAWERS

these pages
A dream galley depends on the chef dreaming it and if the yacht is private or charters. But there is a laundry list that all chefs require of their working environment, which includes efficient workflow, ample refrigeration, multi-purpose appliances and well-conceived waste management, food preparation areas and storage.



AMPLE NATURAL LIGHTING

DUAL SS SINK

TRASH COMPACTOR
W/FOOT PEDAL

VULCAN 6-BURNER GAS
STOVE W/CONVECTION OVEN

NON-SKID FLOORS
(EASY TO CLEAN SURFACE)

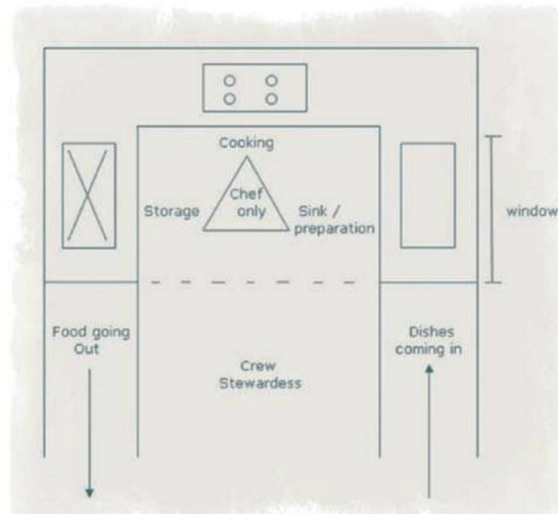
MANY YACHT CHEFS WILL ARGUE that most galleys are not designed with an inherent understanding of the chef's working needs. First and foremost, the galley is a technical space, designed to facilitate one of the most important onboard activities: eating. While its specific design and layout needs are dictated by a vessel's type and size, the main distinction that separates the boys from the men when it comes to galley design is private versus charter use.

Private yachts can get away with standard galleys designed to service small groups and families. High-end consumer-grade appliances will suffice, and good-looking stone surfaces and backsplashes can provide lovely accents, even allowing the galley to become a focal point of the main living areas, with islands and settees providing a gathering spot for family and guests.

When your boat is intended for charter, however, the design needs are kicked up a notch...or more.

LAYOUT

If ever there was a design that separated American yacht owners from the rest of the world it is the "country kitchen" concept. This main-deck, open-style galley—preferred by Americans for its windows, guest settees and islands for snacks and chats with the chef—originated on smaller, private U.S.-built or -designed yachts. As late as the early 2000s, the style was scoffed at by many European designers and yards, whose clients preferred to keep the galley—and its noises and aromas—hidden away below decks. But with time comes the cross blending of cultures; the country kitchen began to appear on larger custom builds and European builds, so much so that today it is considered an en vogue design trend by some.



“Chefs have issues with storage, equipment, communication, everything. The challenges will always be there. But chefs are resourceful—they can turn stuff into gold.” - CHEF PETER ZIEGELMEIER

Chefs certainly have their opinions on the subject. “I’m a huge fan of the country kitchen,” says American yacht chef Adrienne Gang. “It allows guests to see and interact with the chef.” Gang offers week-long cooking lessons on some of her charters, which guests love. “To have a closed kitchen limits the options of what you can do on a charter.”

Canadian chef Joanne MacKenzie disagrees. “It’s nice to be above deck with a window, but most importantly, it’s good to have a fairly self-contained galley so the chef can limit traffic. That rules out the country kitchen. It’s nice if you’re on a casual or smaller boat, but too much traffic from crew and guests makes the galley too hectic to work efficiently.”

No matter what type of galley you have, the layout and space planning must facilitate an efficient workflow. Dutch designers Vripack suggest a triangle design (see sketch above) that allows the chef to move about unimpeded. It is important to separate the crew stairs from the cooking and service areas. Yacht chef and design consultant Peter Ziegelmeier agrees. “Like most chefs, I’m very passionate about my workspace,” he says. “We are constantly multitasking and need uniform areas with easy access so we can twist, turn, spin, smile and get it done!” He stresses the need for the stews to have their own prep areas and that with the right design, this can be incorporated in many large but dysfunctional galleys,” he says.

Plenty of natural light is another request of chefs and designers, as well as adequate ventilation. Most HVAC systems account for the extra air makeup needed in the galley to offset the extraction hoods. “We custom build our hoods,” says Mark Obernberger, design manager at Delta Marine. “They are equipped with the appropriate fire nozzles and protections to meet code and class.” While some chefs feel that the hoods

make too much noise or are too difficult to clean, most builders will factor in the amount of ducting required and the fact that more ducting means more to clean. “An ideal layout would situate the galley as close to the top of the boat as possible, to minimize the amount of tubing,” says Ziegelmeier.

Then there are the details, like proper counter height, foot switches on doors, custom sizeable plate holds and dual sinks. But the one layout element most requested by crew and chefs that still seems to be an unsolved challenge has to do with loading provisions and garbage disposal.

“On some boats there are doors on either side of the galley to allow us to bring in groceries, but on others you have to either take your groceries or trash all around the boat or down narrow flights of stairs or through the salon—which doesn’t work well when guests are on board,” says Gang.

A busy charter chef can accumulate several bags of trash a day. “On some boats I’ve had to stack trash on the galley floor because the only way to get it off the boat was to walk it past the salon window,” says Ziegelmeier. “The last thing I want on my galley floor is stuff I can trip over.”

Trash compactors with foot pedals and direct access to a refrigerated trash storage area are common requests. “We’ve designed three individual food/waste bins that store recyclables, solid and treatable waste,” says Odenberger. “But other boats prefer to compact and refrigerate the garbage and offload it at port. We’ve also received requests for incinerators, but we haven’t installed one to date.”

EQUIPMENT

“When you get into the one hundred-foot size range, the need for practicality becomes much more important,” says Enrico Lumini of Italy’s Hot Lab Yacht & Design. “At this point, the

above
Custom builder Delta accommodates owners who wish to interact with the chef and the cooking experience by giving a high level of finish to its galleys. The layout matches Vripack’s suggested design (adjacent) that gives the chef a separate space from the stews.

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galley is almost like a restaurant kitchen, and the use of the materials, space arrangement and appliance needs change completely."

While most yachts are fitted with high-end equipment as standard, take care when outfitting your charter yacht galley. "Even if you select top quality consumer-brand appliances, such as Gaggenau or Sub-Zero, they can not compare with the professional equipment, especially in stoves and refrigeration," says Lumini.

Versatile and multi-purpose appliances are preferred, (a freezer that can become a snap freezer; a combination steam oven/chiller) as are salamander broilers, professional steamers, sanitizers, plate warmers, a high-rpm mixer with all the attachments—especially the one for pasta—and a 90cm oven with a six-burner stove. "My biggest pet peeve is the oven," says Ziegelmeier. "In my opinion, the best equipment is Vulcan or Wolf. Gaggenau ovens require special pans that are difficult to restock, especially when you're in a remote location."

"Again, the equipment needed boils down to how the crew and chef want to use the space and how they treat the waste management and food preparation," says Odenberger.

REFRIGERATION

Of all the galley factors to consider, chefs agree that storage is important, but refrigeration is crucial. "My biggest concern is refrigerated space," says Chef Gang. "I would rather store plates and platters on bunks and have refrigerator space than the other way around."

"Refrigeration is one area where it seems the large American-type refrigerators have a place on all types of yachts over one hundred feet," notes the design team at Vripack.

"You should be able to easily store two half-sheet pans [13" x 18" x 1"] lengthwise," says Ziegelmeier. A custom refrigera-

tion cell that can be set to a low temperature as well as room temperature storage for fruits and vegetables are desired. "The refrigeration should also have an external LED-lit temperature gauge that can be easily calibrated and isn't hidden inside the unit," Ziegelmeier continues. "I also recommend that refrigeration backup pieces be kept on board; even an extra compressor stored in a custom designed locker area in the bilge.... I make sure the engineer gets well fed."

MATERIALS

The increasing trend for owners and guests to interact with the chef and crew in the galley is reflected in the galley being finished to a higher standard, notes Andrew Trujillo of Azure Yacht Design & Naval Architecture. Glossy lacquered doors, granite or marble worktops and attractive flooring are common here. However, on much larger boats, the galley is less likely to be a social hub and the finishes will be more industrial. When it comes to materials of choice, there is a great divide of opinion.

Vripack suggests that the galley sole be a soft material, such as Amtico. Ziegelmeier refers to a faux wood floor found aboard a new Westport 112 that was a pleasure to clean. Teak is touted as a no-no as it absorbs grease, chemicals and smells. Whatever the material, the flooring should be non-skid and easy to clean.

Granite and marble are commonly used for the counter-tops, but Corian and brushed stainless steel are also utilized. "If you have time to maintain it," says Gang, "it is nice to have nicer surfaces, for showmanship purposes." Marble tops are very difficult to maintain in a busy galley, but the industrial alternative—stainless steel—is losing its shine as well. "I hate stainless," says MacKenzie. "It's hard to clean and generates a lot of heat."

"Our investigations into stainless steel and its poor antibacterial performance compared with other metals may mean that in the long term we will see less reliance on stainless," says Trujillo.

THE FUTURE

"Efficiency is the trend for the industry," says Hot Lab's Lumini. "We see more requests for sustainable appliances, trash compactors, recycled water for steaming, a high-efficiency generator connected to the stove and high-efficiency refrigeration. Architects and designers need to be innovative and incorporate sustainable appliances while efficiently utilizing every centimeter of free space. If we use less energy in the galley, it is a gain for the yacht overall."

There are obvious limitations imposed by yachts when it comes to cooking. "Chefs have issues with storage, equipment, communication, everything. The challenges will always be there, from prep and plating areas to crew communication issues," says Ziegelmeier. "But chefs are resourceful—they can turn stuff into gold." ■

above
The 163-foot sailing yacht *Zefira* is the winner of this year's Crew & Service Areas Award at the 2011 ShowBoats Design Awards, due in part to her extremely spacious galley and good use of space. "The owners are particularly keen on cooking and highly efficient service," notes the designer, Rémi Tessier.

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HEMISPHERE

SEVEN YEARS IN THE MAKING, THE WORLD'S LARGEST CRUISING CATAMARAN IS FINALLY ON THE WATER, INDULGING HER OWNERS' PASSION FOR DIVING.

TEXT BY **NIGEL SHARP** PHOTOGRAPHY BY **BUGSY GEDLEK / JEFF BROWN, SUPERYACHT MEDIA / BRUCE THOMAS**





Hemisphere, recently completed by Pendenis Shipyard, has been a long time coming. Since the late 1990s, her American owners have chartered a variety of yachts, sailing and motor, mono- and multihulls, big and not so big, which gave them invaluable experience and insight towards understanding exactly what they would want from a boat of their own.

Between 2001 and 2003, the owners enjoyed several charters with Captain Gavin Bladen on board a catamaran in the Caribbean. Perhaps it was fate that the owners, both passionate divers, had decided it was time they had their own sailing catamaran, and Bladen, a dive instructor, was keen to move on to something bigger. "I said, 'Let's look around for a boat, or maybe we'll build a boat that we can enjoy,'" says the owner. "My wife and I both like to sail. A big

enough monohull does not sail—it motors ninety percent of the time."

After a fruitless search for an existing boat that suited their needs, they decided they would build a new one of around 115 feet LOA. They selected naval architects Van Peteghem Lauriot Prévost (VPLP), the multihull specialists responsible for such epic creations as the Jules Verne Trophy record-holder *Groupama 3*, the 33rd America's Cup winner *BMW ORACLE* and the 138-foot sailing catamaran *Douce France*. In the end, the boat grew to 145 feet, which was about as big as she could be without going over 500 gross tons and entering another world of regulations, and making her the world's largest luxury sailing catamaran.

Initially, the owners chose Bridgeport, Connecticut-based Derecktor Shipyards for the build, and work





began in late 2005 with completion scheduled for November 2007. However, things did not go to plan. With the build running behind schedule, Derektor experienced financial difficulties in 2008, and the search for another builder began. "We contacted eighteen shipyards around the world," says Captain Bladen. "Based on a facility able to cope with the beam, engineering ability and favorable exchange rate, Pendennis fit the bill."

In autumn of 2009, the boat arrived in Falmouth, U.K., on a ship's deck alongside 13 containers' worth of equipment. Twenty-two months later, *Hemisphere* was moored outside the Pendennis dry dock where she had been completed, ready to sail for the Mediterranean. The result was worth the wait.

Obviously, one would expect a great feeling of space on a boat such as this, but the extent of it is something of a surprise. VPLP purposely set out to keep the vast deck spaces uncluttered by winches, bollards and other deck fittings, which are well disguised, and Michael Leach Design (MLD)—responsible for the interior design and the styling of the exterior guest areas—made the most of the potential by creating, "places where you can sit and perch and talk to people," as Bladen puts it.

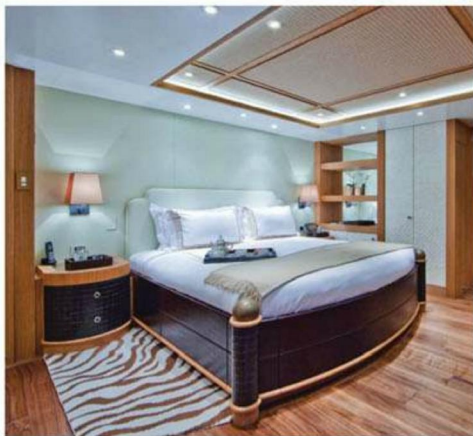
these pages
Guest accommodations are located in the port hull and include a television/theater room (main photo). *Hemisphere's* large hulls offer excellent protection for launching both tenders between. The main tender is housed below the aft deck, lowered to the water through "bomb doors."

The flybridge—accessible from the main aft deck by a single flight of port-side stairs—is dominated by a spa pool between the two helm stations. Aft, an oval dining table for 12 has a map of the world etched into its glass top. The main dining area is located on the deck below and is also a fresco. "Everyone ends up sitting outside anyway," Bladen says, "and there is no point in losing a lot of space inside to a dining room that is not used." In foul weather, the area can be enclosed with a screen and, thanks to a reverse air-conditioning system, can be both cooled and heated.

According to VPLP, a fast boat is a light boat, and so to save weight and reduce maintenance, teak decking is found only on the main aft deck, the flybridge and the veranda off the VIP cabins. "These are the only areas where the guests will be for any time," says Bladen. "In the other areas they will be passing through quite quickly."

Two curved sliding doors lead from the aft deck into the salon, which is more than 1,000 square feet in size and features several distinct zones. The seating area is raised to maximize the stunning all-round views, the design of which MLD included in the initial proposal, which secured its contract.

Forward of the salon, a small lobby leads to a guest



these pages
The Polynesian six-star luxury theme uses 18 different leathers and 15 types of stone, while finishes include walnut soles, brushed oak and wengé. The result is subtle, understated yet incredibly tactile.

cabin in the port hull, a dayhead to starboard and two VIP cabins in lieu of a traditional master forward. The owners prefer to spend their time in the large communal areas on board rather than in their state-room; however, if more space is ever desired (by owner or charter client), the proportionate VIPs can be joined into one space by removing a central partition and stowing the component cupboards, creating a 52-foot-wide master with his-and-her en suites.

Aft in the port-side hull, and accessible from a companionway on the main aft deck, are two further guest cabins, one of which is specifically for the owners' grandchildren with two fixed and two Pullman berths.

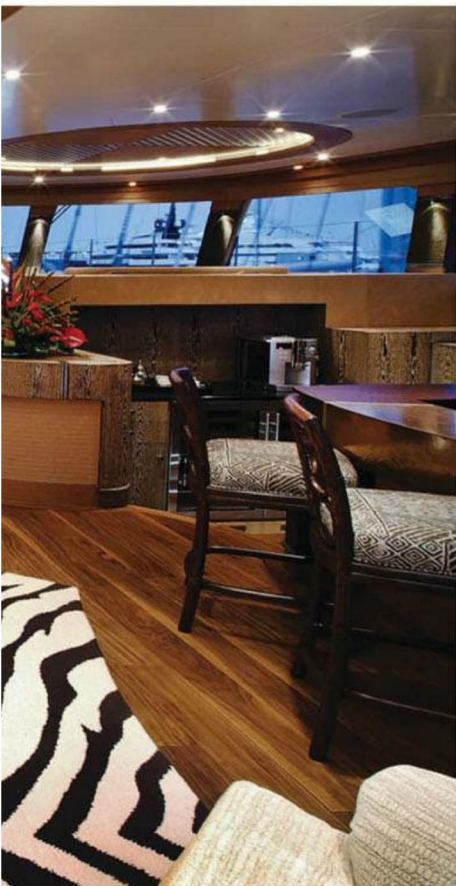
Across the deck another companionway leads to the crew accommodations, which occupy most of the starboard hull and are also accessed via a sliding door between the salon and the well-equipped galley. Forward of the galley is a crew mess and laundry area, and aft are three comfortable crew cabins; the captain's would meet the standards of a guest cabin

on many a yacht. "The owner was very keen that the crew should be comfortable," Bladen explains. "If you keep the crew happy, you keep the guests happy."

"The key words in the design brief from the owners were 'Polynesian six-star luxury,'" says Mark Smith of MLD. "While there is a theme of walnut soles and panels in brushed oak and wengé—all of which have a deliberate textured feel—no two cabins are the same in layout or styling. A total of eighteen leathers have been used, including crocodile and stingray skin, and there are fifteen types of stone."

"We used a lot of onyx, which in some places we lit from behind to show the incredible detail within the stone that you wouldn't normally see," says Michael Leach. "We also used bespoke furniture makers Based Upon, which specializes in creating bronze and metal surfaces for tabletops. The more this surface is exposed to the elements, the more beautiful it becomes."

Much design input came from the wife half of the owning couple. "She knew what she liked instantly,



In lieu of a traditional master, there are two proportionate VIP cabins forward that can be joined into one space by removing a central partition, creating a 52-foot-wide master cabin with his-and-her en suites.

which was great," says Leach. "She wanted everything to be as practical as possible, as she wanted to enjoy the boat and for guests to feel as relaxed and comfortable as possible."

There is incredible attention to detail throughout the yacht, including such small touches as light switches and sockets painted to blend in with their background surfaces. German company Metrica constructed the interior and made a good impression on the owner. "I've got the highest regard for those guys," he says. "I've never seen anyone work that hard to those kind of tolerances."

As powerful as she is good-looking, *Hemisphere* has an engine room midships in each hull, each housing a 490-hp Caterpillar C12 engine driving a controllable pitch propeller. There are three Caterpillar generators with a total capacity of 251 kilowatts,

and each hull has a bow and stern thruster.

Other technical features include a Radio Zeeland control and alarm system with 550 separate functions, ranging from standing rigging loads to fridge temperatures; programmable lighting, which as Mike Carr, Pendennis' joint managing director, puts it, "can emulate the six-o'clock gin-and-tonic scene throughout the boat at the touch of a button," and navigation, communication and AV equipment supplied and commissioned by High Seas Technology with a Crestron control unit in each cabin.

The main tender—a 27-foot Scorpion RIB—is ingeniously housed between the hulls below the aft deck, launched and recovered through "bomb doors," prompting James Bond quips. The second tender is a 15-foot Castoldi RIB that stows at the aft end of the starboard hull and is launched by a C-Quip beam





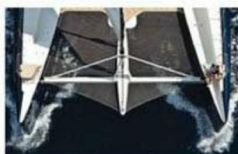
Hemisphere's design began at around 115 feet, but crept up to 145 feet to accommodate all of the owners' wishes and still stay under 500 gross tons.



crane through a top-hinging door on the inboard side of the hull. U.K.-based BMT Nigel Gee was responsible for the engineering of these unique spaces as well as the yacht's entire structure. "[The tenders] will have good protection when launching and recovering between the hulls," points out Charlie Ross, Pendennis project manager.

Sure to keep both the dive-instructor captain and dive-fanatic owners happy is the bevy of scuba gear carried on board. The owners' priority with regard to toys is the diving equipment, and the aft end of the port-side hull is dedicated to this, including the provision of a spinner to dry the wetsuits. Other toys include kayaks, wakeboards, surfboards, water trampolines, sea scooters and a diving board that can be bolted on to the starboard stern. "You name it, we've got it tucked away somewhere on board," says Bladen.

On the day we sailed in Falmouth Bay we were unable to use the mainsail as the yard was waiting for a replacement part for the hydraulic traveler system. But we did reach effortlessly at more than eight knots in a Force 4 under each of the headsails in turn, the 174-foot spreaderless mast (which is supported on a single, giant ballbearing) towering above us. The view from the flybridge was amazingly unobstructed and obviously with no threat that heeling would result in a headsail blind spot. Current predictions estimate that



this page
Toys are not in short supply on board Hemisphere. The aft section of the port hull is dedicated to the owners' favorite watersport—scuba diving.



these pages
The flybridge offers impressive deck space provided by the 54-foot beam. Twin covered helms flank a seating area, while the spa pool occupies the center-line. Teak decking has been reserved for the areas that guests will use the most while the forward part of the hulls is finished in non-skid paint.

Hemisphere should achieve speeds of 20 knots under sail when the systems are bedded in.

Bladen called upon the expertise of Pascal Blouin to assist with the demarcation of supply and trouble-shoot any potential issues before they arose between spar manufacturer Lorima, sailmaker North Sails and Blew Stoub, which supplied the running rigging and trampolines. Blouin has large multihull experience having sailed on many VPLP-designed yachts, including *Groupama 3*, *Gitana 13* and *Playstation*, in addition to winning the Jules Verne Trophy on *Geronimo*. He also assisted with the initial deliveries and test sails of *Hemisphere*.

The owner clearly has been impressed with Pendennis. "These guys have been straight with me, honest and told me exactly what was going on and how long it would take," the owner says. "We have



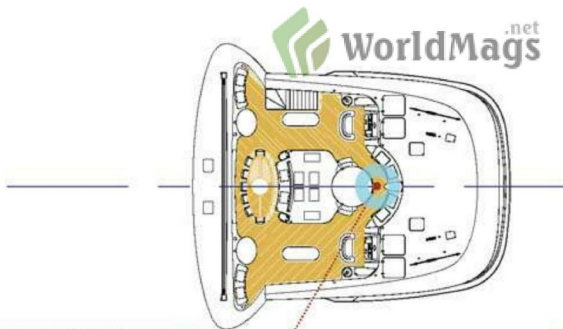
had a very good experience with this yard." The feeling is mutual. "It has been technically challenging in engineering and fit-out terms, but [building *Hemisphere*] has [fit] in well with the yard's experience and know-how," says Ross.

Hemisphere's maiden voyage and her successful inaugural cruise with her owners was followed by an appearance at the Monaco Yacht Show in September and then a month at Pendennis's new Palma base. She is based in the Caribbean for the winter season where she will be available for select charters through Burgess. With her 10-foot draft she will be able to get into places other sailing yachts of this size could only dream about. After that there is no fixed itinerary, but that map on the flybridge table could be useful for discussing the endless possibilities....

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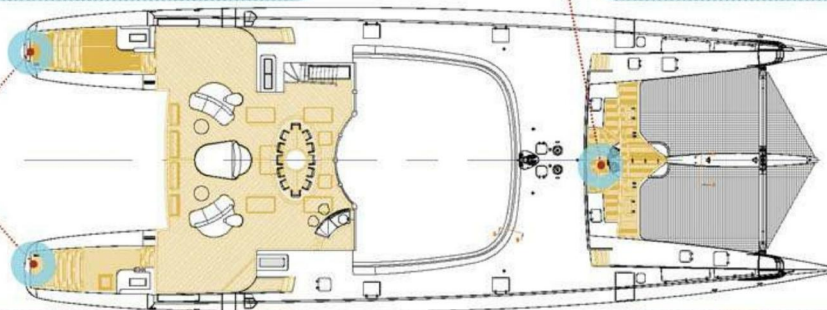
"I wouldn't change the current layout for the world—it's perfect for the way we live." – *Hemisphere's* owner





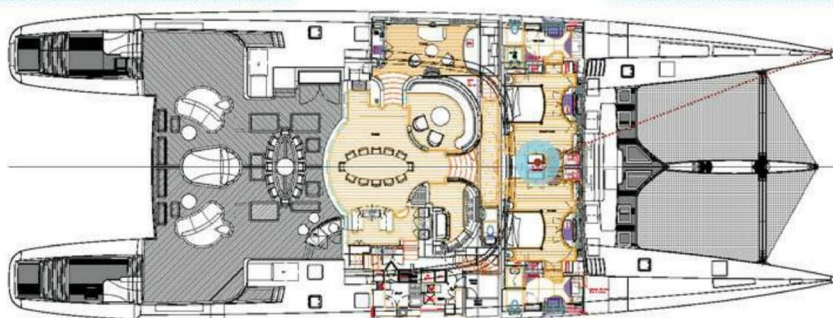
FLYBRIDGE: Two helm stations allow for ease of maneuvering, while the entertainment area is vast thanks to the boat's 54 foot beam.

FOREDECK: The two VIP cabins that can be combined into one master stateroom both have direct access to the foredeck.



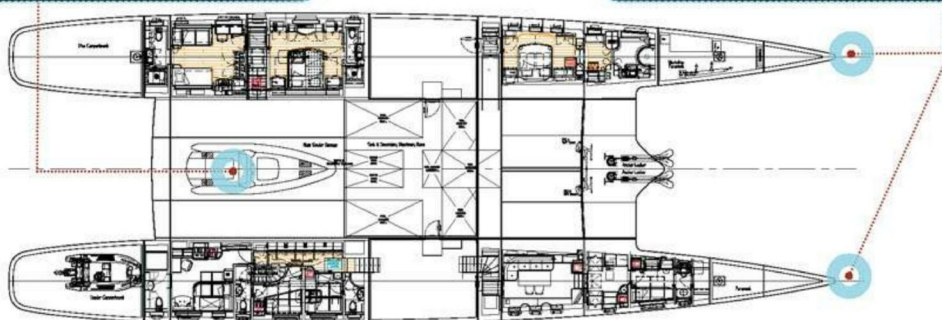
DIVING: Swim platforms extend from both hulls to facilitate diving directly from the yacht.

VIPS: The partition between the two VIPs and their en suites is stowable, creating one single room with his-and-hers bathrooms.



TENDER: The main tender is stowed in a garage under the main deck in between the hulls and lowered to the water by a cradle.

ACCOMMODATIONS: Three guest staterooms are located in the starboard hull while the port hull houses the galley and crew areas.



Specifications:

BUILDER: Pendennis
The Docks, Falmouth,
Cornwall, U.K., TR11 4NR
Tel: +44 (0) 132621 1344
www.pendennis.com

CHARTER: Burgess London
Email: london@burgessyachts.com
www.burgessyachts.com

LOA: 145' (44.2m)
LWL: 135' 6" (41.3m)
BEAM: 54' 5" (16.6m)
DRAFT: 10' 8" (3.25m)
DISPLACEMENT: 300 tons
GROSS TONNAGE: 499 GT
ENGINES: 2 x 490-hp CAT C12
SAILS: North Sails 3DL

SAIL AREA: 9,213 square feet upwind sail area
MAST AND BOOM: Carbon, by Lorima
WINCHES AND FURLERS: Lewmar; Reckmann
GENERATORS: 3 x CAT
FUEL CAPACITY: 7,397 gallons
WATER CAPACITY: 2 x 1,109 gallons
OWNERS AND GUESTS: 12

CREW: 8
TENDERS: 27' Scorpion, 15' Castoldi Jet
CONSTRUCTION: Aluminum
CLASSIFICATION: Bureau Veritas
NAVAL ARCHITECTURE/EXTERIOR STYLING: Van Peterghem Lauriot Prévost
STRUCTURAL ENGINEERING: BMT Nigel Gee
INTERIOR DESIGN: Michael Leach Design

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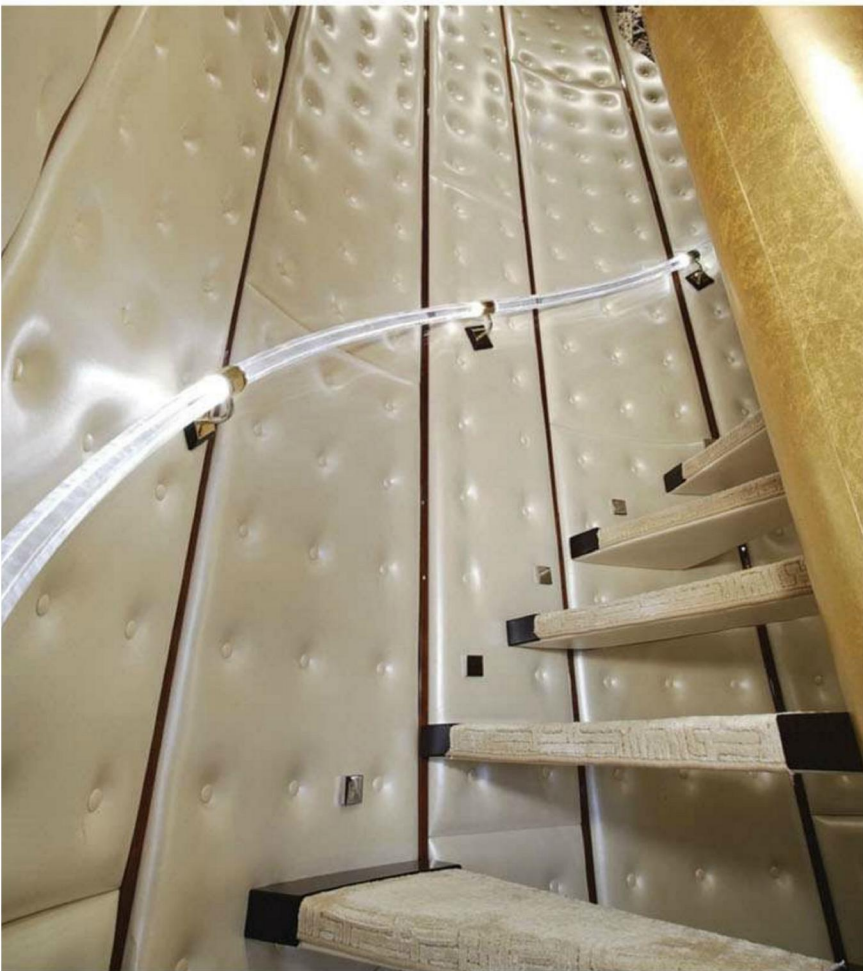
TRINITY YACHTS' NEW 164-FOOTER IS A BEAUTIFUL ADDITION TO THE YARD'S PROLIFIC LINEUP OF SUMPTUOUS, SEAWORTHY VESSELS, BUT TO HER OWNER, SHE'S SIMPLY THE VEHICLE TO PEACEFUL ANCHORAGES WHERE HE CAN ENJOY TIME ON THE WATER WITH HIS FRIENDS.

TEXT BY **PETER BOULTON** PHOTOGRAPHY BY **BUGSY GEDLEK**

FALCON







Not so long ago, an old sailing colleague commented that it must be difficult not to run out of superlatives when describing modern yachts, bearing in mind the incredible standards of décor, fit and finish in even the most average of vessels. But maybe it's not so much a matter of running out of superlatives as their application. Such is certainly the case with Trinity Yachts' splendid new 164-foot motor yacht *Falcon*, in its series of "under 500 GT" constructions.

In terms of appearance, "graceful but eminently seaworthy" come to mind, but then these terms have become increasingly synonymous with Trinity products over the years and *Falcon* is no exception. Seaworthiness is a given when considering the yard's extensive experience in the production of many other yachts, plus fast military vessels; "practicality of operation" is built in.

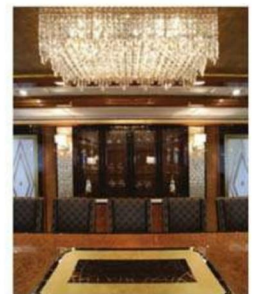
"Although we built this order from scratch, it was based upon our proven in-house naval architecture and hull design, to which we made a few changes according to owner requirements," says Billy Smith, vice president of Trinity Yachts. "For example, we relocated bulkheads, thus *Falcon* has a six-guest-cabin layout [on the lower deck], some with Pullman berths, which brings me to one thing I can tell you about the owner: he is a keen and devoted fisherman. Luckily, among his friends, he can count on several like-minded guys, hence the extra accommodation. So," Smith says laughing, "*Falcon* is actually just a fantastic yacht to take on fishing expeditions. Of course," he adds quickly, "we're not talking sportfishing here. In his case, the owner simply enjoys quiet anchorages, the company of friends and the ability to fish from an array of center console fishing boats during the day."

With friends and fishing as a baseline, it's fairly easy to imagine that décor in general would tend to be masculine. In fact, it's the visible lack of feminine touches that accentuate the masculinity, and this is remarkable when considering that it was a woman who interpreted the interior.

The designer, Karen Lynn Poulos, hails from Fort Lauderdale, Florida, and established her company, Karen Lynn Interiors, some 10 years ago. A year later, she took on an associate and has gone from strength-to-strength ever since. "I've been around yachts and



To accommodate the large number of guests allowed by the eight-stateroom layout, the main salon incorporates four almost mirror-like sofas and coffee tables.



boats all my life," says Poulos, "and from an early age discovered an artistic ability, which I was determined to develop into a career.

"I first became involved with *Falcon* back in 2008, when she was still in the initial stages," continues Poulos. "This was a real clean-sheet-of-paper deal and required a fair amount of background study in order to achieve the kind of ambiance best suited to the owner's accustomed lifestyle. There was also the fishing aspect to be considered and the likelihood that normal occupancy would be predominantly male.

"In general," Poulos explains, "the layout is fairly conventional, with the exception of the six guest cabins on the lower deck. Here on the main deck I kept it simple and used the sumptuousness of the materials to define a welcoming ambiance in the salon and dining area, the two being separated by a slim island containing a concealed television." We move starboard and forward through an elegant foyer, which has a stairway accessing all decks, a dayhead and the entrance to the owner's suite. This is beautifully appointed but nicely restrained. Poulos points to the bathroom; "All bathroom floors, including this one, are a mixture of different kinds



"*Falcon* is actually just a fantastic yacht to take on fishing expeditions. Of course, we're not talking sportfishing here. In his case, the owner simply enjoys quiet anchorages, the company of friends and the ability to fish from an array of center console fishing boats during the day." – BILLY SMITH





of light emperor marble, accented by defining designs using different colors of mother-of-pearl."

Back to the foyer, a small door alongside the stairway leads to the main galley, which is pretty impressive in all respects. Lengthwise it's more than 23 feet

and runs from the ship's centerline to extreme outboard. The chef's cabin is conveniently adjacent to the galley (great for midnight snacks), back-to-back with the owner's suite, but has no windows.

A potential drawback for the chef is that the crew

below
The master and guest baths' extensive use of different kinds of light emperor marble is accented by various shades of mother-of-pearl, creating a luminescent space.





this page
The skylounge was divided into sections to promote intimate conversations. Forward is a small VIP with a double bed and commanding sea views.

must trail through the galley to get to their quarters, which, incidentally, are bright, spacious and comfortable, probably made more so because the engineers also have their own cabins down aft of the engine room.

Ascending the foyer stairs leads to a small service area with a dayhead, the audio/visual systems racks and doors leading to the main bridge, the captain's cabin and a small-ish but delightful VIP suite with fantastic sea views.

The bridge is a large space with forward-hinged side deck doors and a plethora of large windows that ensure plenty of light and great visibility. The interior is charcoal and various shades of gray, offset by a varnished teak-and-holly deck. A center console houses a group of five big interactive information screens, flanked by useful flat spaces capable of accepting paper charts, plus binoculars, phones, laptops and other paraphernalia. There are no macho "flight-deck" pilot seats, just simple, centrally mounted, nonadjustable chairs for watch-keepers. Built into the bulkhead behind is an observers sofa, which at one end has a small communications desk and chair. As for the captain's personal accommodations, although his cabin is correctly positioned directly behind the bridge, access is not from the

bridge but via the foyer at the top of the adjacent stairway. Most surprisingly, like the chef's, this cabin has no natural light.

Poulos opens the aft-facing door to the skylounge, again an example of masterly understatement. "I tried to create intimate conversation areas in different sectors," she says. "Although the setting is opulent, I feel I've managed to stabilize it with masculine overtones." This achievement is visible throughout the entire yacht and she can be justifiably proud of the owner's expressed satisfaction.

One practicality that affected all aspects of construction was the yacht's intended cruising grounds. "From the get-go," Smith says, "we knew that the ship would sometimes be operating in fairly remote areas and in exceptionally high air and seawater temperatures. Tests showed that all seawater-cooled machinery would suffer, so oversized cooling systems were custom designed and built to take care of everything from main engines to generators to air conditioning. Both engine room and galley ventilation systems were redesigned and, in line with all this, we were required to get noise levels down to an absolute minimum, hence the underwater exhausts."

As I walked the decks, it was refreshing to discover that despite today's fashionable use of full-beam

owners' accommodations at main deck level, there are forward access stairways both port and starboard. These lead to the bridge side-deck doors and a semi-Portuguese bridge, opening out into a substantial area above the owner's cabin with a central stairway forward and down to the bow well-deck. When questioned about this, Smith said it came down to the yacht's operation in remote areas.

"We discussed the possibility of any kind of emergency or otherwise, where a helicopter might be required," says Smith. "So we beefed-up the owner's cabintop and made it large enough for a touch-and-go operation. In fact, it's perfectly safe for a small helicopter to remain overnight while at anchor. Making space aft for this kind of operation is always disruptive for guests and crew alike, hence the decision to locate forward and out of everyone's way."

Another feature that has its roots in possible remote operation is the interesting anomaly I witnessed in the bathrooms. Amid all the marble, mother-of-pearl inlay and gold-plated fixtures, bathroom furniture was plain white and simple in operation and function. "It made sense to install Headhunter systems and keep plumbing as reliable and maintenance-free as possible," Smith explains.

The engine room is a panorama of white paint and polished stainless steel that forms the background to well-planned controls and a typically workmanlike Trinity layout. "She's semi-displacement and all-aluminum, which means she's relatively light, plus we have these big MTU 16V 4000 Series engines, each developing 3,650 horsepower, which with our hydrodynamics means she has a twenty-five-knot capability, with a cruising speed of twenty-two," explains Smith. "Naturally, fuel consumption for that performance is high, but in normal operation and at twelve knots cruise she just sips fuel for a range of over four thousand nautical miles. The comfort is in knowing that the extra turn of speed is always available."

Falcon's captain, Jens Ejlersen, is a Dane with almost 30 years professional bluewater experience. He cut his teeth on the square-rigger *Danmark* and served in the Danish Navy, "Plus a variety of merchant and passenger ships working as chief officer/relief captain," says Ejlersen. "I held the same position on my first and previous yacht, a fifty-meter Oceanco, but with *Falcon* it's nice to have a command of my own.

"I have a good crew who've been working hard to get everything squared-away for our trip tomorrow.... We have almost five thousand miles to do," Capatin Ejlersen says smiling. "So we can find out how this *Falcon* really flies!"

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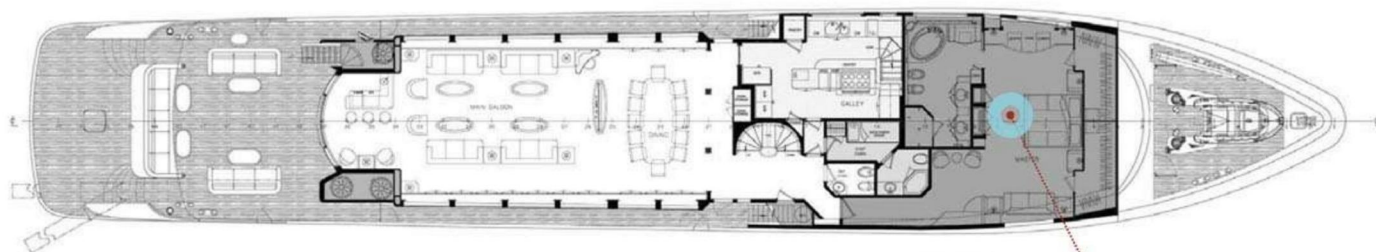
"We discussed the possibility of any kind of emergency or otherwise, where a helicopter might be required. So we beefed-up the owner's cabintop and made it large enough for a touch-and-go operation." – BILLY SMITH





COCKPIT: A small cockpit is found aft of the main aft deck seating area, reminding of the owner's affinity for fishing.

HELI: The owner's cabin top was reinforced to allow for touch-and-go helicopter operation in case of emergencies in remote locales.



SPEED: With a max speed of 25 knots, *Falcon* flies, but cruising at a more economical 12 knots allows for a 4,000-plus nm range.

MASTER: Located forward of the galley and chef's cabin, the master suite is carefully insulated from sound.



HIGH-TEMPERATURE CRUISING: Oversized cooling systems were custom built to take care of all seawater-cooled machinery.

ACCOMMODATIONS: Locating the captain's, engineers' and chef's cabins next to their respective areas of work gives room for six guest cabins.

Specifications:

BUILDER: Trinity Yachts
13085 Seaway Road
Gulfport, Mississippi 39503, U.S.
Tel: (228) 276-1000
Email: info@trinityyachts.com
www.trinityyachts.com

LOA: 163' 6" (49.8m)
LWL: 149' 6" (45.6m)
BEAM: 28' (8.5m)
DRAFT: 8' 6" (2.6m)
GROSS TONNAGE 491 GT
DISPLACEMENT: 416 LT
POWER: 2 x 3,650-hp
MTU 16V 4000 M90
SPEED (MAX/CRUISE):
25/21.5 knots

RANGE: 5,200 nm @ 10 knots
FUEL CAPACITY: 18,187 gallons
BOWTHRUSTER: Quantum QT150
STABILIZERS: Quantum QC-1800-M1
AIR CONDITIONING: 75-ton Dometic
GENERATORS: 2 x 155kW
Northern Lights M1066H
FRESHWATER CAPACITY: 2,736 gals
GRAY/BLACK WATER CAPACITY:
1,642/365 gallons

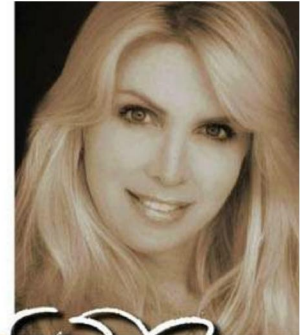
TENDERS: 20' Caribe UB20,
12' 8" DSB 3.9 SR
CONSTRUCTION: Aluminum
CLASSIFICATION: *ABS A1
Commercial Yachting Service *AMS
NAVAL ARCHITECTURE:
Trinity Yachts
INTERIOR DESIGN: Karen Lynn Interiors
YEAR: 2011



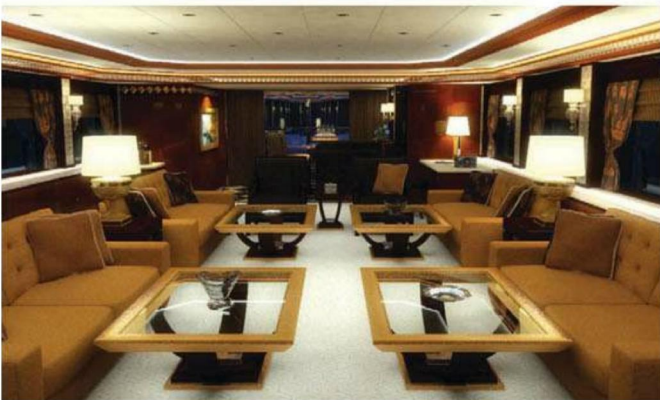
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Karen Lynn



164' Trinity | Main Salon Design Rendering



167' Trinity | Main Salon and Bar Design Rendering



G III Private Aircraft Interior



164' Trinity | Master Suite Design Rendering



167' Trinity | Main Salon Design Rendering



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Told **u** So

WHEN KIRK LAZARUS, THE MAN BEHIND MOLORI PRIVATE RETREATS, DECIDED TO EXTEND HIS PORTFOLIO TO INCLUDE A YACHT, HE STARTED WITH A BENETTI VISION 145 AND TOOK IT TO THE NEXT LEVEL TO FOSTER A UNIQUE CHARTER EXPERIENCE.

TEXT BY **TIM THOMAS** PHOTOGRAPHY BY **THIERRY AMELLER**





these pages
Told u So's
whimsical décor
combines original
antiques with the
yacht's contempo-
rary finish. Every
piece was individ-
ually sourced for
a specific effect;
no two items are
the same.

"I don't believe in perfect," muses Kirk Lazarus as we swing to anchor off Monaco on a balmy summer evening. "I don't think it exists. What's perfect for me might not be perfect for you." It's a frank admission for a man who has set out to create the perfect charter yacht; and having spent the day exploring his yacht, the 143-foot *Told u So*, I am somewhat surprised by his statement.

Lazarus, an ex-energy industry professional, is the man behind Molori Private Retreats, an exclusive portfolio of ultra-luxury getaways. He and his team picked a standard Benetti Vision 145 as a platform, then redesigned it to offer the ultimate charter experience for his Molori clients. Lazarus also heads Molori Design, and he and his team have been responsible for nearly every aspect of *Told u So's* eclectic interior, from the furniture to the linen, the cutlery, the carpet and even the underlay. Indeed, Molori means "to dream" in Setswana, a language from South Africa where the Molori brand was born.

"The resorts were a kind of hobby," Lazarus says, "and I have been doing them and the design for ten years. The design side has always been a passion. I saw many resorts before setting up Molori Private Retreats, and all of them had flaws." It was similar experi-

ences with other yachts that led him to re-think the conventional charter yacht and reconfigure *Told u So* right down to the crew itself. "I was sick and tired of chartering yachts that didn't have any comfort level or crew who couldn't adapt between being formal or chilled depending on what was required. I like that on *Told u So* the whole crew got the plan—and everyone from the chef to the deckhands chips in."

In addition to feedback from Molori clients who had chartered significant yachts, Lazarus drew upon his own yachting experiences, where he investigated every nook and cranny of other yachts with his captain, Fabio Mistri, and considered every aspect of the crew service. "Fabio was instrumental," says Lazarus. "For example, I had the idea of floor-to-ceiling windows in the salon, but Fabio said that while they are nice when it is calm, when the yacht is rolling guests will be sick."

To improve service and operation, Lazarus and his team relocated the engineer's cabin to take up a chunk of the stern garage, freeing up space in the crew area for an additional crewmember and giving the engineer direct access to the technical spaces.

The aft space is connected to the crew area forward by a tunnel



The absence of a dining room on the main deck allows for a separate cozy space that features a 16th century Chinese daybed facing a television and working fireplace.

under the guest cabins, so crew can easily access and inspect tanks and other technical elements. The rest of the aft garage has become storage for the extensive collection of toys, from Seabobs to paddle boards and fishing and dive gear, while the yacht's main tender takes the form of a 50-foot Maori chase boat—a perfect vessel for beach trips, water skiing or diving excursions.

The main salon offers two distinct areas; aft is a player piano and a bar opposite a bookshelf holding an extensive collection of *National Geographic* and *Architectural Digest* magazines. "There's nothing better than a real instrument," says Lazarus, "and instruments can be plugged in anywhere on the yacht and listened to anywhere else."

In lieu of a main-deck dining salon, the forward part of the main salon features a large television covered by a painting on the bulkhead, over a fireplace that gives out real heat. Facing this is a 16th century Chinese daybed, overlooked by 3-D artwork formed from a lobster. On either side of this imaginative centerpiece lie two movable cases containing an eclectic mix of glasses. They are mounted on risers so the glasses can be left on display or hidden away when not being used. This seemingly random collection

typifies the Molari ethos, reflected in everything from tea sets to the light fittings. Nearly all these elements are original antiques, sourced from all over the world, and no two items are the same.

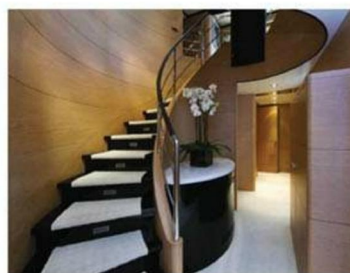
"When I eat, when dinner is set up, it's all about giving ambience," enthuses Lazarus. "So every glass is different." This also would explain the dining chairs—each different, finished in various colored faux animal prints and other textures and materials—and the other furniture, from the antique desk in the master suite sourced from a London lightmaker's office, to the varnished American flag in the upper deck snug and the globe desk light in the upper salon.

The upper salon is divided into separate areas, which include a forward-facing seating area to port, an aft-facing seating area and television to starboard, a bar amidships and a dining area aft that can be opened completely to the outdoors. These areas can be partitioned for privacy so every guest can find their own space should they want to get away from the crowd, and this is mirrored both in the daybed snug around the corner on the upper aft deck and the master suite's private outdoor seating area and Jacuzzi forward on the main deck.



The cabins are all themed with a particular color and each is different—a great way of ensuring repeat charterers can experience a different ambiance every time they stay on board.





these pages

The master suite (left) features an impressive bathroom with separate steam room/shower and a tub designed for two. The private deck area forward of the master suite is hidden from view, even from the deck above, and offers a sunpad, small table and spa pool.

The master suite itself occupies a generous section forward on the main deck. The aft starboard area is organized as an office and relaxation space, which can be closed off from the sleeping area while maintaining access to the "his" bath through a separate door. The "hers" bathroom to port is vast, with a high-pressure rain shower and steam room surrounded by privacy glass and a large stone bath designed for two, overlooked by a television. The detailing extends to the stone sinks, whose edges have been carefully rounded. The main sleeping area itself offers 180-degree views, with simple décor in white and other pale tones accented with vibrant cushions and a headboard in Missoni fabrics. A chalkboard—a feature in all the yacht's cabins—carries a fresh message every day, either an inspirational comment or something relating to the destination the yacht has reached.

The lower-deck guest cabins are all themed with a particular color and each is different—a great way of ensuring repeat charterers can experience a different ambiance every time they stay on board. "One of the things I was very insistent on was more opulent use of space," says Lazarus. "So we got rid of side tables and opted for bigger beds. And for the showers, we located the taps so that you can turn them on without getting wet. Every cabin comes with an amenities box—so whatever you might need or have forgotten—for example, a toothbrush—we have." The larger-than-normal beds are most evident in the twin cabin that features two double-size berths. Lazarus, in hosting guests on previous yachts, would often relegate himself to the "worst" stateroom and despised the typically narrow bunks.

All the cabins, and many other areas on the boat, have guest drinks fridges and espresso machines so that guests can help themselves rather than relying on formal service, and they will never find anything unfolded. Laundry is returned to the cabins carefully wrapped; if guests have favorite chocolates or treats, they will be made on board and left in jars in their cabin; when they step on board or out of the water they will always be presented with a cool, fresh wet hand towel to remove the salt, and if Molori has photographs from guests' previous charters, they will put them up before guests step on board. Each cabin's theme and material is repeated in personal iPads used to control the Apple TV, BEST entertainment and other systems on board, and every eventuality has been thought of—there are even cashmere blankets available should guests want to stay on deck in the cool of the evening.

The deck spaces, too, have received their fair share of thought. On the sun deck, privacy curtains surround the aft plunge pool and sunpads, and when they're open, the perfectly framed view aft presents the ultimate cinema-esque screen to watch the world go by. A central dining table offers the ideal spot for al fresco meals, which can be prepared on the sun deck barbecue, while forward there is a bar area and further seating. The dayhead up top has a skylight to deliver a view, a theme that runs consistently throughout the interior and exterior of the boat. Strips of mirror in the deckhead lighting recesses and a vast collection of antique mirrors all over the yacht ensure that no matter where guests are or which way they are facing, inside or out, they always have a view.



"I was sick and tired of chartering yachts that didn't have any comfort level or crew who couldn't adapt between being formal or chilled depending on what was required. I like that on *Told u So* the whole crew got the plan—and everyone from the chef to the deckhands chips in." – KIRK LAZARUS





this page
The Molori ethos revolves around making a unique experience for every guest aboard. There are 22 totally isolated spots on board where guests can enjoy some solitude if they so desire.



Not that you would need it. There are so many beautiful touches in all areas; from the antique mirrors on the guest stairway to the lower deck ("A woman always wants to check herself," claims Lazarus) to the heart-shaped coral and other curios hidden all over the yacht, there is always something interesting to see. "I'm dyslexic," explains Lazarus, "but I have vision and I know what will fit where. With the heart-shaped coral, I saw it, pulled it out and knew exactly where it was going even as the yacht was being built. And there it is, two years later..."

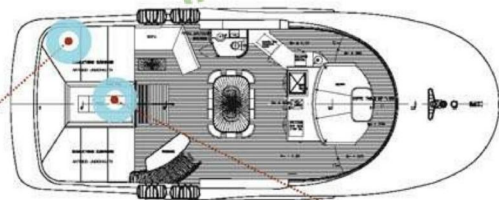
The result of all these elements, of the random antiques and mismatched glasses, the vibrant colors and varied woods, could so easily be kitsch yet it isn't, and combined with the exemplary service from the crew it creates an ambiance and an experience quite unlike any other.

"A lot of the guys designing interiors haven't got a clue," says Lazarus. "They don't own a superyacht and there's not a lot of prac-

tical thought. Our staff is involved at the design stage; for example, for the galley—what do I know about kitchens and galleys, let alone on a boat? Also, a lot of architects and designers don't collaborate, often because of ego. Designers are brought in too late and then use the wrong materials because they haven't lived on a boat for three weeks. We know our throw cushions aren't going to last, and we will replace them at the end of the season. I live and breathe my designs, and I'm not afraid to admit it."

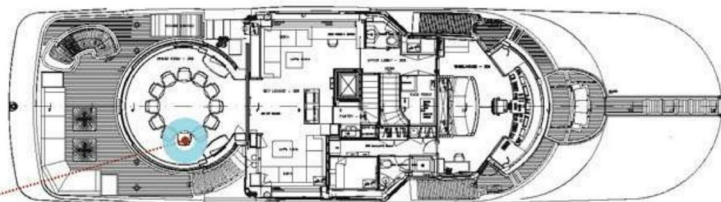
"I can't say we're the best or the worst," he concludes, "but I can say we're unique." With Lazarus's exacting standards, design nous, luxury resort experience and determination to ensure attention to the finest detail in every aspect of the yacht, the crew and the service, it's hard to argue with him. *Told u So*, then, is the epitome not just of a charter yacht, but of a charter experience—the true realization of a dream for her owner and guests alike.

SB ENHANCED DIGITAL CONTENT ON THE IPAD APP



PRIVACY: The aft spa pool and surrounding sunpads can be hidden from prying eyes, thanks to privacy curtains.

POOL: The spa is actually a cooling plunge pool that can be heated. Powerful gensets ensure it can reach 93°F every five minutes.



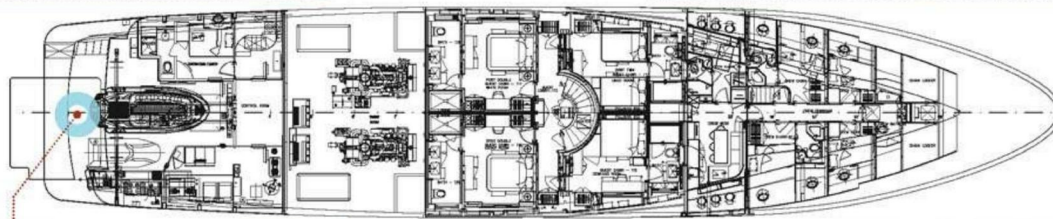
DINING: A key feature of the Vision series, the upper deck dining is enclosed by glass that can be opened for the al fresco experience.

GALLEY: The chef-designed galley includes amenities seldom found on charter yachts, including a stone pizza oven and ice cream maker.



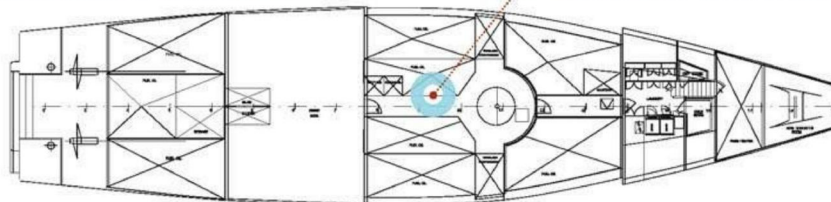
SELF SERVICE: Most guest areas, including the main aft deck, feature self-service fridges, espresso machines and bars.

PRIVATE DECK: The master suite features a private sun deck forward with a six-person Jacuzzi.



EXERCISE: Guests can use the lazarette's fitness equipment with an iPad app developed by a celebrity trainer for a custom workout.

CREW ACCESS: A tunnel below the guest staterooms allows the crew to access the technical areas and tender garage.



Specifications:

BUILDER: Benetti S.p.A.
Via Michele Coppino, 104
55049 Viareggio, Italy
Tel: +39 0584 3821
www.benettiyachts.it
CHARTER: Molori Yachts
Tel: (212) 717-4500
www.molori.com

LOA: 143' 1" (43.6m)
BEAM: 29' 5" (9m)
DRAFT: 9' 2" (2.8m)
DISPLACEMENT: 390 tons
GROSS TONNAGE: 456 GT
POWER: 2 x 1,360-hp
Cat C32 ACERT
SPEED (MAX/CRUISE): 15/14 knots

RANGE: 4,000 nm @ 12 knots
BOWTHRUSTER: VT Naiad Marine
FUEL CAPACITY: 15,850 gallons
WATER CAPACITY: 2,509 gallons
STABILIZERS: VT Naiad
Marine zero speed
TENDERS: Maori 50,
Novurania Equator 540

OWNER AND GUESTS: 10
CREW: 12
CONSTRUCTION: GRP
CLASSIFICATION: ABS A1 Yachting
Service AMS, MCA LY2 compliant
EXTERIOR STYLING: Stefano Righini
INTERIOR DESIGN: Molori Design

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LIBERTY

THE FIRST YACHT IN ISA'S 500 SERIES SHOWS THE VAST POSSIBILITIES OF RE-STYLING A SEMI-CUSTOM YACHT'S SUPERSTRUCTURE, AS WELL AS THE YARD'S ABILITY TO ADAPT TO CHANGE.

TEXT BY **AMANDA McCracken** PHOTOGRAPHY BY **MARC PARIS**



these pages
Liberty's dark hull and white superstructure create a sense of speed, even when the yacht is at anchor. Although there is no beach club, there is plenty of space for a swim ladder and a hand shower.

You might think there's nothing new in the claim of Marcello Maggi, International Shipyards Ancona's (ISA) president of sales and marketing, to "deliver the requirements and requests of owners." But all the yachts that ISA now builds are derived from what owners have asked for, and unless it has a client, the yard will not start a project.

Since ISA was taken over by London consortium Yachting Investors Group in 2006 and given a cash injection, its future has looked more exciting. At one time the brand had only one design in its portfolio—a raked forward superstructure, with a signature pair of very steep stairways carried up to the top deck. But ushering in a new era, Marcello Maggi and his partners decided to introduce fresh ideas to the yard and focus on custom yachts, the first of which was the elegant 203-foot *Mary-Jean II* that launched in 2010 (SBI March 2011)—a huge gamble as it meant doing away with the signature design. The engineering and design is now done in-house with the concept and external styling tasked to Andrea Vallicelli Design.

For the new 500 series, ISA has developed the popular 48-meter hull structure into a 50-meter, with a few tweaks. While the usual A, B, C choice of designs is fine if you want a superyacht for a fixed price and your requirements happen to be met, this clever concept goes further. Three yachts from the new 500 series have already been sold and they demonstrate dramatic differences in design.

Those who visited the Monaco Yacht Show will have seen just how different the models of the 500 series can be. The platform for the *Liberty* and *Papi du Papi* hulls is identical—semi-displacement with a round bilge, deep keel, bulbous bow and accentuated deadrise. The bottom half of the superstructure is the same on both yachts, with identical fashion plates in the aluminum superstructure and wide, covered walkways on the main and upper decks.



But if you favor the stairways of the traditional ISA look, although they make the boat appear slightly top heavy from amidships forward, you would choose *Papi du Papi*. *Liberty* has sleeker lines, making her look longer than her actual length. The fact that they are sisters seems extraordinary; I don't think I have seen two superstructures so different on yachts from the same series.

Liberty has some interesting exterior touches and an interior that is an explosion of fantasy. She does not have the traditional large beach deck, although there is room for a bathing ladder and hand shower, and the design does away with an exterior staircase to the aft deck. Instead there is an under-deck stairway, reached from the main aft deck, to the garage that stows a Castoldi Jet Tender 21 LC, launched by a single point Cramm crane through a side opening in the hull. A further crew/rescue tender, a Castoldi

these pages
Missing is ISA's
signature pair of
steep stairs that
run from swim
platform to top
deck. Instead, the
stairwells are
discreetly inte-
grated into the
structure, helping
to accentuate the
sleek lines.



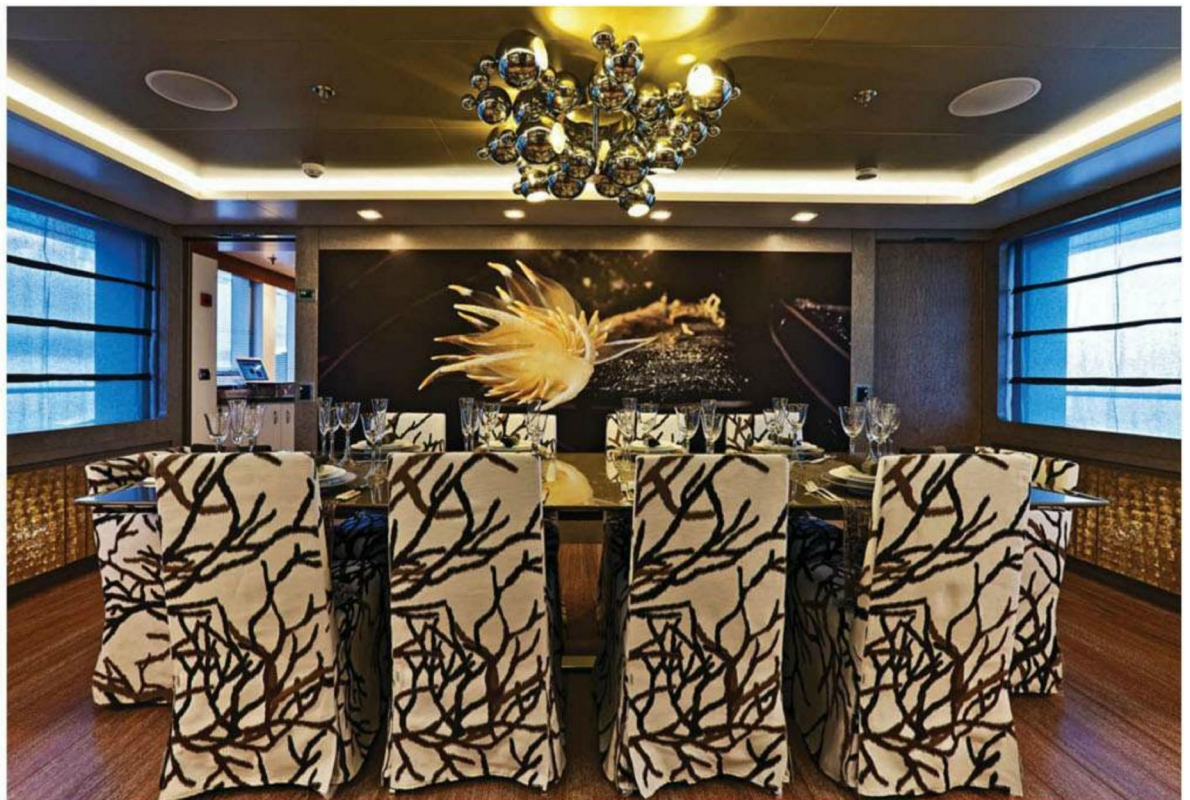
Jet Tender 15, is found on the bow along with two SeaDoos.

The contrast of the DuPont Steel Black topsides against the Cold White superstructure emphasizes the yacht's flared bow and the way the hull line dips down to the stern. A seam of long, heavily tinted windows on the main and upper decks gives good light inside, until they begin to taper away.

While previously the yard's clients might have requested 30-knot speed, today fuel consumption is a greater consideration, reports Maggi. *Liberty* follows that trend with two MTU 4,000 M71 engines delivering a power output of 1,850 kilowatts at 2,000 rpm and 17.2 knots at half load through shafts to fixed-screw propellers. The yacht's range is good at 11 knots, reaching 4,400 nautical miles, with 48 gallons of fuel an hour used by each engine. At 15 knots you halve the range to 2,100 nautical miles and increase fuel consumption to 125 gallons an hour on each engine. The 500 series comes with standard equipment: two-fin Quantum ZeroSpeed stabilizers, a fan coil air-conditioning system by Condaria, two watermakers, which deliver 3,400 gallons a day; a Jets vacuum sanitary system; a 90kW Schottel bow thruster; 18 underwater lights by Underwater Lights Limited; a fuel purifier; a fire and gas detection system by Consilium Marine and two high-powered Northern Lights 155kW generators (upgraded), rather than two of lower power output and an emergency generator (in case of failure there is emergency power by UPS system). In the engineer's domain there is a small but effective control room, which is air conditioned, and separate systems control cabinets, a Hi-Fog system, diving tanks and a stand-alone diesel pump for refueling the tenders.

Looking at what is in and around the engine room—which has received larger engines and generators and includes a small laundry area—it's a bit of a squeeze to get everything in, perhaps because including a fifth guest cabin on the upper deck has pushed the captain's cabin to the lower deck with the crew. The set-up inside the engine room has been altered to include an essential toolbox, but getting to all the systems is very tight. A tunnel conveniently links the crew quarters with the engine room.

Liberty's decks have been designed to be flexible to guest needs. Coffee tables transform into dining tables and chairs into sun loungers, allowing the spaces to be converted from entertainment areas to dining areas to lounges.



these pages
Custom-made
furniture pieces
were commis-
sioned to give
Liberty a unique
style, one that
doesn't let her
guests forget they
are on the water.

The owners' suite follows the yacht's eclectic style with smaller rooms, open shelves and displays of interesting art pieces, like the mesh sculptures that change with light.



these pages
Decorated in
themes, each
stateroom reflects
elements of a sea
creature, such
as the "shark"
and "sea urchin"
guest staterooms
(opposite, bottom).
The skylounge
(opposite, main)
has the theme
of water, with a
bubbly seawater-
filled glass bar
that continuously
changes color.

At the Monaco Yacht Show, it was interesting to see potential clients' reactions. Exterior areas are comfortable and standard in layout, but as you step through the main salon doors, nothing prepares you for the interior design: exciting, overpowering or a designer gone mad, I will let you decide. Personally, I found it tranquil (except for the shark cabin!) and fun. A marine landscape is translated into oversized pieces of furniture, huge photographs of ocean creatures, distressed mirrors, opulent marbles and luxurious fabrics.

Liberty is interior designer Stefania Biondo dalla Casapiccola's first yacht. The owners so enjoyed her work on their house and private jet, that they gave her full reign over their yacht.

"Even though the owners plan to use the yacht for formal entertainment they will use it mainly with their family," says dalla Casapiccola. "They wanted elegant modern lines and the latest technology, but also warmth, comfort and details that would make their boat stand out.

"*Liberty* is not just another floating house, every living space on this yacht reminds you that you have





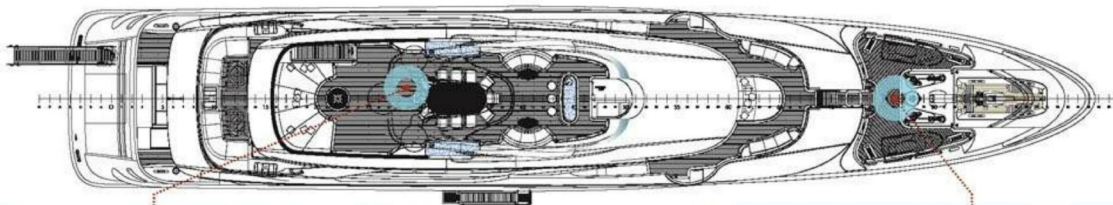
entered the water element and the sea is its purpose of being," she says. "Also each space is carefully thought out, with original, unexpected details that give each cabin or guest area its own interesting personality."

In the main deck salon—which features a bleached teak floor for continuity between the interior and exterior—the emphasis is on oversized and freestanding furniture, distressed mirrors and fabrics echoing a coral seascape. There are six staterooms, including the VIP on the bridge deck and the owners' suite on the main deck, each of which has a theme: turtle, seahorse, shark, sea urchin, shrimp and starfish.

"The turtle cabin has walls covered in turtle shell print and goffre silk, while the night tables and the headboard are made of a textured leather, which mimics the animal's skin," says dalla Casapiccola.

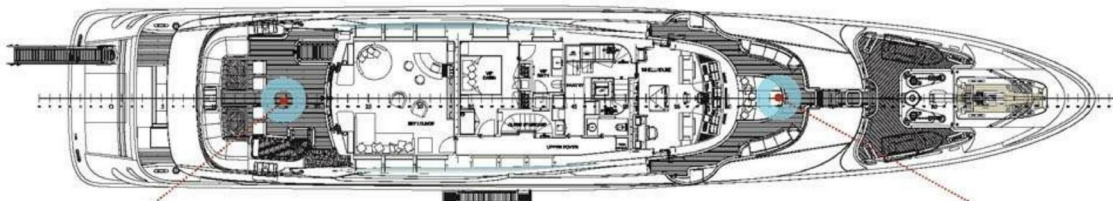
Although its areas are small in volume because there are so many of them, the yacht has a comfortable, vibrant and eclectic feel. The owners are young and have a penchant for art. The fabrics and layout are confident and imaginative and the interior finish, by three companies, is well done. It is good to see a shipyard react to the demands of owners. As 80 percent of ISA's clients are repeat or referrals, clearly it's a formula that works. [SB ENHANCED DIGITAL CONTENT ON THE IPAD APP](#)





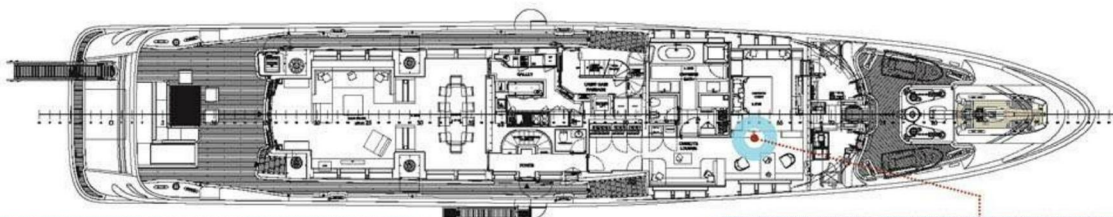
SUN DECK: No spa pool means more space has been left for a substantial dining table, a bar and sunbathing areas.

STOWAGE: The 15-foot rescue tender and two SeaDoo's are stowed in the forward section of the bow.



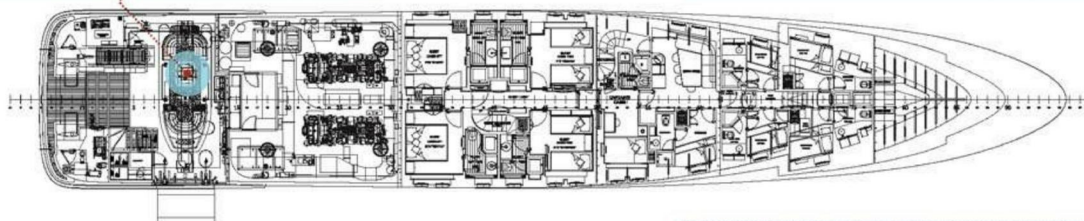
FLEXIBLE DECK SPACE: A bimini can cover this seating area and the tables can be raised to create an extra dining option.

FOREDECK LOUNGE: Forward of the bridge is a sociable outdoor area that can be shaded with a bimini.

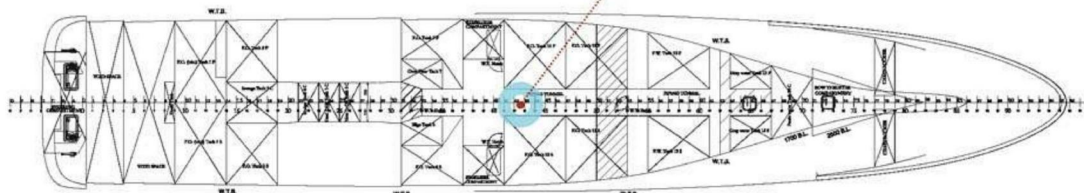


TENDER: The main tender, a 21-foot Castoldi, stows in a garage and is launched from the port side by a Cramm crane.

MASTER SUITE: The owners opted for small nooks instead of one open space. Their suite includes a lounge with a bar and a fridge.



CREW: A tunnel gives crew access to the tender garage and engine room from the crew quarters.



Specifications:

BUILDER: International Shipyards
Ancona (ISA)
Via Mattei 14
60125 Ancona, Italy
Tel: +39 071 502191
Email: info@isayachts.com
www.isayachts.com

LOA: 163' 11" (50m)
LWL: 140' 1" (42.7m)
BEAM: 29' 6" (9m)
DRAFT: 8' 4" (2.6m)
DISPLACEMENT (HALF LOAD): 471 tons
GROSS TONNAGE: Under 500 GT ITC

POWER: 2 x 1,850 kW MTU 12V 4000 M71
SPEED (MAX/CRUISE): 17.2/15 knots
RANGE: 2,100 nm @ 15 knots
BOWTHRUSTER: 90kW Schottel STT 110
GENERATORS: 2 x 155kW Northern Lights M1066H
FUEL CAPACITY: 22,190 gallons
WATER CAPACITY: 4,755 gallons

OWNER AND GUESTS/CREW: 12/11
CONSTRUCTION: Steel and aluminum
CERTIFICATION: MCA
NAVAL ARCHITECTURE: ISA Technical Department
EXTERIOR STYLING: Andrea Vallicelli Design
INTERIOR DESIGN: Stefania Biondo della Casapiccola/BDC Interior Design & Décor



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2012

GLOBAL ORDER BOOK

ShowBoats
INTERNATIONAL

Orders for 728 yachts above 80 feet LOA • Average size of yachts under construction is 131 feet • Benetti remains top custom builder, with 33 projects • Sailing yacht orders are up • Cumulative LOA of yachts under construction equals 18 miles

BY RAPHAEL MONTIGNEAUX
AND THE EDITORS OF
SHOWBOATS INTERNATIONAL

THE ORDER BOOK 2012 examination is an exercise in finding the new normal. There are trends emerging, but a historical trend requires equal data measured over time and factored against past experience. The thing is, we haven't had an experience like this before. Still, the yacht industry has moved well beyond denial.

"The crisis is becoming the way of life," says Paolo Vitelli, president of Azimut-Benetti, this year's top builder by length of yachts under construction. Indeed, since the collapse of the global market in 2008, the Global Order Book is an entirely different animal. It is well off the 2009 Order Book historic high of 1,008 new orders, and it likely will be a long while before we see it reach close to that number of projects again. But will it? Should it? If you factor out the bubble, what does global affluence really look like?

Here's a clue. While they have been tumultuous, the last three years also have shown some stability. The number of projects under construction has remained steady over the 700 mark. Let's take a look at an allied industry—private aircraft. Figures prepared by Honeywell Aerospace for October's National Business Aviation Association Meeting & Convention show that business jet deliveries are down 11 percent from 2010, and well off

THE RULES & METHODOLOGY

The Global Order Book was established in 1992 by the editors of *ShowBoats International* to provide a body of data, updated annually in a systematic fashion, to show the scope of economic activity within the international luxury yacht industry. Each year, we present a list of yachts 80 feet (24 meters) and longer, on order as of September 1, at shipyards throughout the world.

Every effort is made by the editors to ensure that the Global Order Book data is comprehensive and accurate. We rigorously

attempt to survey all the shipyards currently building yachts in the specified size range. Every shipyard receives the same list of rules and, whenever possible, shipyard data is cross-referenced with other industry sources. In many cases, the data is corroborated with personal visits to shipyards. Participation in the Global Order Book is entirely voluntary and is free of charge.

Qualifications for a project to be included in the 2012 Global Order Book are: Each yacht must be 80 feet (24m) or longer to be eligible. In one graph we have

isolated custom yacht builders for comparison purposes. Builders such as Amels and Palmer Johnson that build series designs along with truly custom builds are included in the "custom" list due to the extensive customization of these vessels. New projects must be signed and with a minimum 10 percent deposit received by the shipyard by, on, or about Sept. 1, 2011. Speculative ("on spec") construction may be listed, but only if actual construction, i.e. cutting metal, hull lay-up or tooling, is started by, on or about the same date.

LENGTH (IN FEET)	2012	2011	2010	2009	2008	2007	2006	2005
80-89	178	158	187	286	253	207	216	207
90-99	70	78	89	117	114	109	86	71
100-119	151	151	144	190	179	155	146	145
120-149	150	155	150	193	175	152	110	115
150-199	109	132	112	145	125	108	90	84
200-249	43	45	41	40	47	28	28	21
250+	27	30	30	21	23	18	12	9
Total	728	749	753**	992*	916	777	688	652

* Does not include 16 builds from Lürssen and Amels not identified by length.

** Does not include Amels, which did not specify 10 projects by length.

their 2008 high, but have stabilized at 650 to 700 aircraft per year, and the industry noted the first sale of a \$300 million A380 as a private jet. Lufthansa Technik, which has 40 percent of the world private jet conversion business, expects that there may be as many as five similar orders in the wings and four 747s.

A modest uptick in the prices of used aircraft seems to support the feeling that the aircraft industry has found the bottom. The latest brokerage figures from Boat International's Market Intelligence website also show that the average brokerage sales price has ticked up for the first nine months of 2011, and it looks like sales are on track to reach 250 by the end of 2011.

In our mid-year analysis of the market (*SBI* June 2011), we predicted that the Order Book would exceed 750 yachts over 80 feet by our September deadline, representing the first upswing in three years. This prediction was based on the 45 new orders that were placed in the first six months since our last Order Book. What we didn't expect was the meager 30 new orders over the summer. So again, we have seen a drop in total projects compared to last year with 763 in 2009, 749 in 2010 and now 728 in 2011.

The number of yachts on order continues to be significantly lower than the number of launches, many of which were still contracted before the crisis, as the shipyards continued to deliver more yachts than take new orders.

Still, optimism was high along the docks of the fall boat shows and new customer markets are emerging. On another bright side, out of the 143 yachts launched in 2011 (as of September 1) there have been some very exciting projects delivered with newer yards and the old guard churning out some of their largest custom builds ever, including the 289-foot *Fountainhead* from Feadship De Vries, and the 440-foot *Serene* from newcomer Fincantieri, which is the largest Italian yacht built to date.

The construction map is stable with European yards turning out the most number of projects and the top 10 builder nations remaining in exactly the same order as the 2011 Global Order Book. Italy, the U.S. and Taiwan have increased their number of projects over last year and China remains the same, yet its average size of yacht under construction increased from 110 feet last year to 127 feet this year. The other six countries in the top 10 show a slight drop in their order numbers year on year.

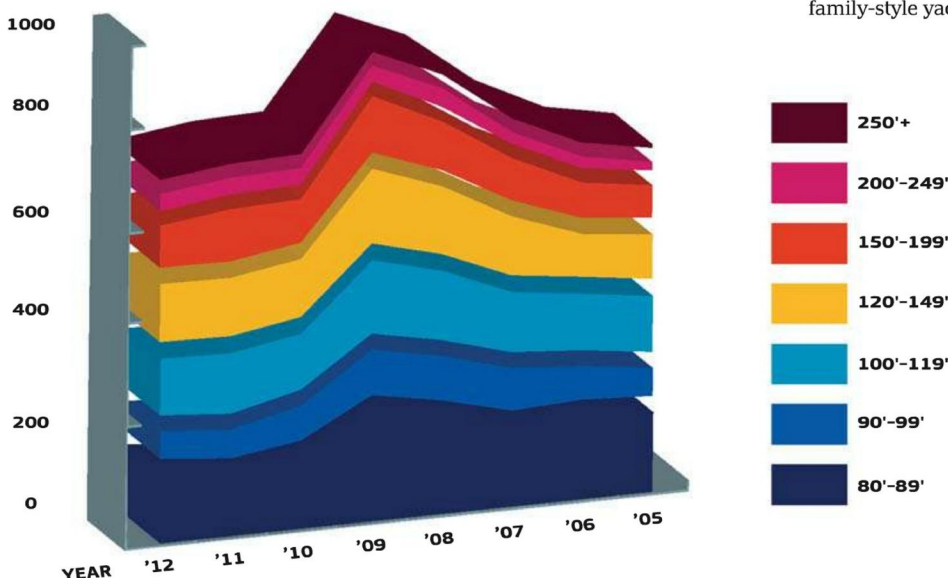
Italy holds onto its leadership position and posts 650 feet more under construction over last year's Order Book. Italian yards in the top slots, Azimut-Benetti and the Ferretti Group, switched places, reverting Azimut-Benetti to the number one builder by length of projects under construction. Ferretti Group is second, followed by Sanlorenzo in third place, and three other Italian yards are found in the top 20 builders, while a new yard (to yachting), Rossinavi, joins the top 20 custom builders.

Going for size over number of projects, Lürssen's seven projects under construction—at an incredible average length of 353 feet—put it in fourth place, sharply contrasting with Azimut's and Ferretti's 75 and 76 projects (at an average length of 115 and 105 feet), respectively, but German yards as a whole dropped in both number of projects and total length under construction.

Dutch yards continue to show a strong presence on the top custom builder list, claiming five of the top 20 positions, but the country's total length of builds drops from last year. Marnix Hoekstra, sales director of the naval architecture and engineering firm Vripack, says he sees a growing interest in requests for smaller family-style yachts, but ones that offer long range and self-sufficiency as opposed to day cruisers. Interestingly, there are five more Dutch yards building yachts over 80 feet LOA today than in the 2008 order book.

Turkey's industry is still on the rise; it has one less project than last year, but the average length of yacht has increased as well as the total length under construction. In Asia, Taiwan and China, yards continue to grow, showing a rise by all measures over last year's Order Book. While nearly all of the output from Asia historically has been for export, Chinese consumers are arriving on the scene. The Luxury Institute reports that 58 percent of wealthy Chinese said they increased their spending on luxury goods in 2011 (compared with 14 percent in France), and 50 percent of the Chinese surveyed by the institute say they plan to increase their luxury spending again in

NUMBER OF PROJECTS



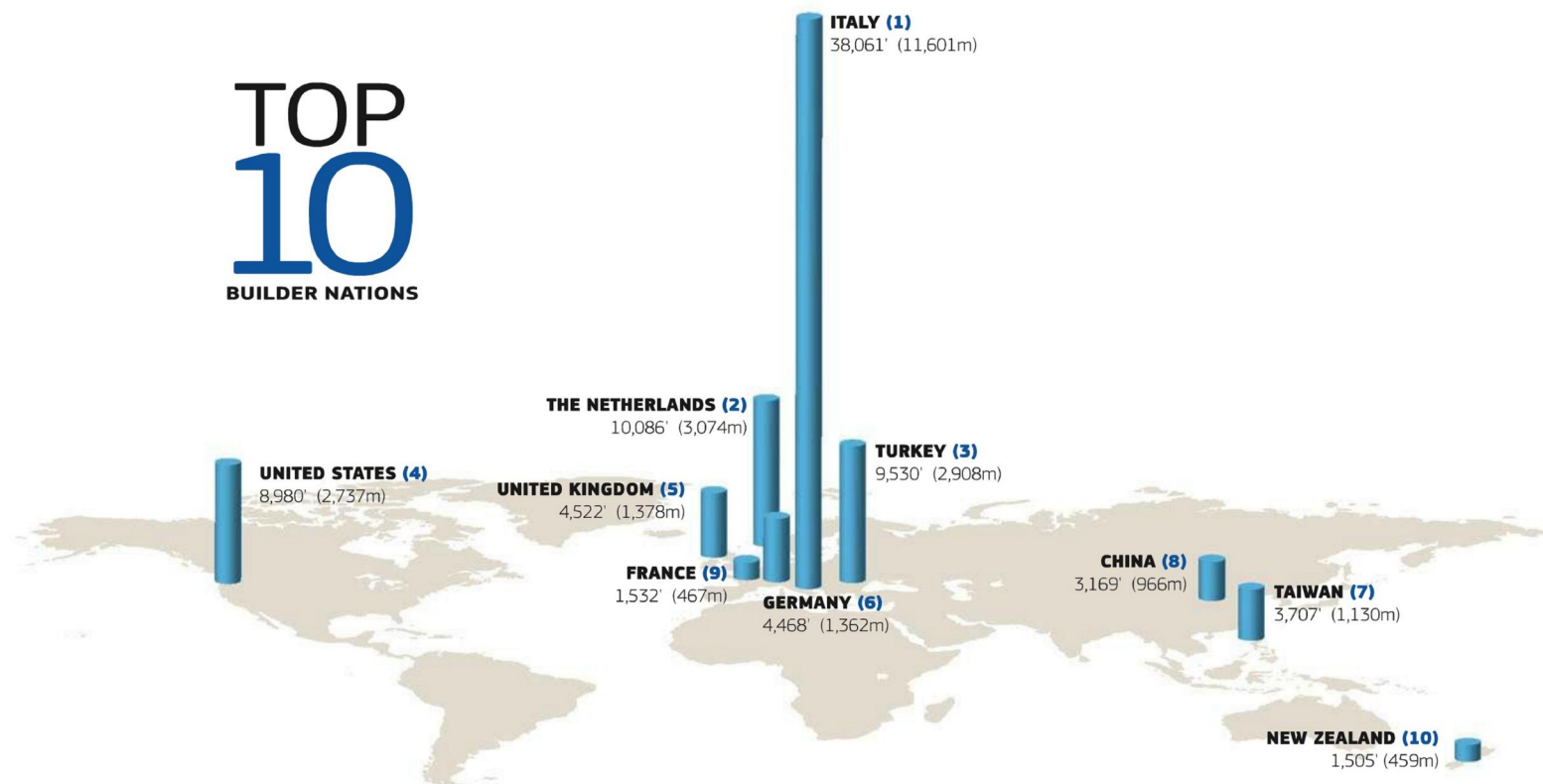
2012. Interestingly, the first order for a Boeing 787 Dreamliner in VIP configuration was from a Chinese customer.

The market seems delicate, but perhaps not surprisingly, the top of the market has been really active this year with eight yachts over 100 meters (328 feet) on order, including *Dream Symphony*, a 463-foot schooner building in wood from the Dreamship Victory yard, the 558-foot unnamed project being built in Lürssen's float-

ing shed and 459-foot *Victory* under construction at Fincantieri.

The middle of the Order Book is where the market has seen difficulties finding a foothold with a drop from 132 to 109 projects (down from 125 in the 2008 Order Book, but almost equal to 2007) in the 150-foot to 199-foot market from last year and a drop of five fewer projects in the 120-foot to 149-foot range. The low end of the size range has actually seen a nice increase from 158

TOP 10 BUILDER NATIONS



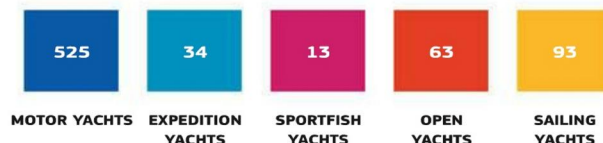
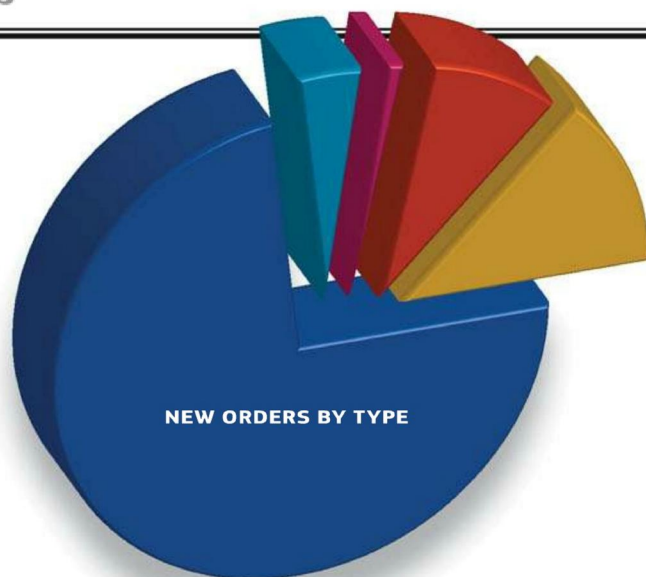
2012 GOB RANK	COUNTRY	TOTAL (M)	TOTAL (FT)	PROJECTS	2012 AVG. (FT)	2011 AVG. (FT)	2011 GOB RANK
1	Italy	11,600.9	38,060' 7"	317	120	121*	1
2	The Netherlands	3,074.1	10,085' 10"	61	165	168	2
3	Turkey	2,907.7	9,529' 9"	68	140	135	3
4	USA	2,737.2	8,980' 2"	71	126	132	4
5	UK	1,378.2	4,521' 9"	45	100	108	5
6	Germany	1,361.8	4,467' 11"	16	279	268	6
7	Taiwan	1,129.9	3,707' 1"	36	103	101	7
8	China	965.9	3,168' 10"	25	127	110	8
9	France	466.1	1,532' 1"	12	128	131	9
10	New Zealand	458.75	1,505' 1"	10	151	139	10

* Figures do not include InRizzardi Group

TOP 20 BUILDERS					
2012 Rank	Company	Total (m)	Total (ft)	Projects	Avg. (ft)
1	Azimut-Benetti	2,640	8,661	75	115
2	Ferretti Group	2,427	7,961	76	105
3	Sanlorenzo	1,413	4,635	42	110
4	Lürssen	753	2,471	7	353
5	Sunseeker	649	2,127	21	101
6	Feadship	567	1,860	8	233
7	Westport	548	1,798	16	112
8	Heesen Yachts	535	1,754	11	159
9	Horizon	519	1,704	17	100
10	Amels	495	1,625	8	203
11	Fipa Group	482	1,581	15	105
12	Overmarine	461	1,512	13	116
13	Trinity Yachts	432	1,417	8	177
14	Perini Navi Group	426	1,398	8	175
15	Princess Yachts	378	1,239	13	95
16	Palmer Johnson	303	993	5	199
17	Christensen	259	848	6	141
18	Proteksan-Turquoise	257	843	4	211
19	Kha Shing	240	787	8	98
20	Dream Ship Victory	238	781	3	260

TOP 20 CUSTOM BUILDERS *					
2012 Rank	Company	Total (m)	Total (ft)	Projects	Avg. (ft)
1	Benetti	1,429	4,688	33	142
2	Lürssen	753	2,470	7	353
3	Feadship	567	1,860	8	233
4	CRN	557	1,827	9	203
5	Heesen Yachts	535	1,754	11	159
6	Amels	495	1,625	8	203
7	Trinity Yachts	432	1,417	8	177
8	Perini Navi	353	1,158	7	165
9	Palmer Johnson	303	993	5	199
10	Christensen	259	848	6	142
11	Proteksan-Turquoise	257	843	4	211
12	Mondo Marine	230	755	5	151
13	Royal Huisman	223	732	5	146
14	Nobiskrug	221	725	3	242
15	Abeking & Rasmussen	218	715	3	238
16	Wally	204	669	6	111
17	Gulf Craft	203	666	6	111
18	Rossinavi	186	609	4	152
19	Alloy Yachts	186	612	4	153
20	Jongert	178	584	4	146

* (To be eligible, yards had to have already built a full-custom yacht.)



to 178 projects, which more or less equates to the pre-bubble years. And speaking of increases, orders for sailing yachts are progressing with 93 orders this year, six above last year, and multi-hull projects continue to increase with six of those being motor yachts and 12 sailing multihulls.

The emerging markets of Asia and South and Central America are bringing a new kind of buyer, opening the pool beyond the American and the European ilk, while the Russian clients are bouncing back stronger than ever, as it seems some of the largest projects being built around the globe belong to them. Paolo Vitelli points to China, India, Turkey, Brazil and Russia as the markets the yachting industry should focus on and work with to overcome cultural, infrastructure and tax impediments and further grow these emerging markets. At press time, the U.S. economy had posted its first quarter with a GDP growth in two years and unemployment continued to recede. The eurozone, however, was still not presenting a pretty financial picture or agreement on a Greek bailout.

So, supporting the adage that nothing is as sure as change, it is interesting to note that it's not just the faces of yacht buyers that seem to be changing this decade, as there were 139 different yards reporting orders in 2008 versus 209 for the analysis before you—with many of those new yards popping up in Turkey and China. While some of those yards apparently exist with (or for) one project, this may support the idea that a lot of yacht buyers are still shopping for value.

With some yards holding to lingering contracts or subsidizing with commercial or military projects, 2012 should be a key year. We will begin to either see a number of yards close their doors or yards begin spec activity to finish sitting hulls as they can no longer wait for a new contract to survive.



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BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX/CRUISE SPEED
ARGENTINA								
ASTILLEROS TARRAB SA (TARRAB YACHTS) www.tarrabyachts.com	116' 2"/35.4m	MY	#28	2013		Cat	FRP	22/-
	112/34.15m	MY	#29	2013		Cat	FRP	23/-
	109' 11"/33.5m	MY	#30	2013		Cat	FRP	23/-
	93/28.35m	MY	#27	2013		Cat	FRP	25/-
AUSTRALIA								
HANSEATIC MARINE www.hanseaticmarine.com	252' 11"/77.1m	MY	Hull 4	Fall-13	Espen Øino	MTU	AL	29/18
	252' 11"/77.1m	MY	Hull 3	2012	Espen Øino	MTU	AL	29/18
SABRE CATAMARAN www.sabrecat.com.au	122' 10"/37.45m	MY/CT	Zenith	Fall-11	Incat Crowther	MTU	AL	-/25
BRAZIL								
INACE www.inace.com.br	135'/41.14m	MY	568	2013	Jon Overing/ Michael Kirschstein	Cat	ST/AL	
	126/38.4m	EX	Batai	2012	Luiz de Basto	Cat	ST/AL	
	120/36.57m	EX	Far Far Away	Fall-11	Luiz de Basto	Cat	ST/AL	
MCP YACHTS www.mcpyachts.com	139' 5"/42.5m	MY	Hemisphere 140	2012	MCP Design/ Vripack	Cat	ST/AL	19/-
SUNBOATS CATAMARANS www.sunboats.com.br	120' 1"/36.6m	MY/CT	SC 120	2012	Thierry Stump	Cat	AL	26/16
CANADA								
CRESCENT www.worldspanmarine.com	146' 8"/44.7m	MY	146-27	2012	Jack Sarin/ Ron Holland	Cat	GRP	
	144' 4"/44m	MY	144-26	2012	Jack Sarin/ Jonathan Quinn Barnett	MTU	GRP	
RAYBURN CUSTOM YACHTS www.rayburnyachts.com	108/32.92m	MY	108	2012		Cat	GRP	
RICHMOND YACHTS www.richmondyachts.com	164'/50m	MY	165.1	2013	Ward Setzer	Cat	GRP	
	149' 11"/45.7m	MY	150.7	Jul-12	Ward Setzer	Cat	GRP	
STABBERT MARITIME www.stabbertmaritime.com	110/33.53m	EX	Motek	2012	Jonathan Quinn Barnett	Cat	ST/AL	
CHINA								
CHEOY LEE SHIPYARDS www.cheoylee.com	150' 11"/46m	EX	Mazu	Fall-11	Ron Holland	Cat	ST/FRP	15/12
	88' 11"/27.1m	MY	5018	2012	Michael Burvenich/ Sylvia Bolton	Cat	GRP	26/23
HEYSEA YACHTS www.heysea.com	138/42.67m	MY	Heysea 140	2012		Cat	FRP	17/15
	101' 1"/30.8m	MY	Heysea 101	Fall-11		Cat	FRP	24/-
IAG YACHTS www.iagyachts.com	127' 3"/38.8m	MY	127-2	2012	YD & AS	Cat	FRP	17/14
	127' 3"/38.8m	MY	127-3	2013	YD & AS	Cat	FRP	17/14
	101' 8"/31m	MY	100-1	Fall-11	YD & AS	Cat	FRP	30/-
	101' 8"/31m	MY	100-1	2012	YD & AS	Cat	FRP	30/-
JET TERN MARINE www.selenetrawlers.com	91' 8"/27.93m	EX	Selene 92	Fall-12	Guido de Groot	Cat	GRP	
KINGSHIP MARINE www.kingship.com	144'/43.9m	MY	Green Voyager	2013	Axis Group Yacht Design	Cat	ST/AL	
	127' 7"/39.88m	MY	Cold	2012	Vripack	Cat	ST/AL	13.5/10

MCP - Hemisphere 140



178
yachts between
80 and 89 feet

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX/CRUISE SPEED
CHINA (CONT.)								
McCONAGHY BOATS www.mcconaghyweb.com	139' 5"/42.5m	MY	Adastra	2012	John		AL	
MARLOW/NORSEMAN SHIPYARD www.marlowyachts.com	100' 9"/30.7m	EX	P101	Fall-11		Cat	K/CFRP	28/24
	100' 9"/30.7m	EX		Apr-12				
	100' 9"/30.7m	EX		Dec-12				
	82' 6"/25.2m	EX		Mar-12		Cat	K/C/FRP	
MAXI MARINE www.maxi.hk	101' 8"/31m	EX	Explorer 100	2012	Jon Overing	Cat	ST/AL	
NORDHAVN/PAE www.nordhavn.com	120' 1"/36.6m	EX	120-1	Apr-12	Jeff Leishman/Dee Robinson	MTU	GRP	-/10
PROUT INTERNATIONAL www.prounternational.com	138' 1"/42.1m	SY/TR	PT-138	2012		Cat	GRP	
	138' 1"/42.1m	SY/TR	PT-138	2013		Cat	GRP	
SHANGHAI BLUNAUTA	170' 7"/52m	SY	Cecilia	2012	Roberto Greco/Simone Morris	Cat	ST/AL	15/13.5
SUNBIRD YACHTS	196' 10"/60m	MY	n/a	2014			ST/AL	
	98' 5"/30m	SY/CT	Dream Cat	2012			GRP	
TRICON MARINE www.triconmarine.com	80/24.38m	MY	NISI 2400	2012		Cat	FRP	25/-
YANTAI RAFFLES www.rafflesyacht.com	295' 3"/90m	MY	Illusion	2014	Azure NA/RMD	Rolls-Royce	ST/AL	20/18
EGYPT								
SHAMA YACHTS www.shamayachts.com	116' 6"/35.5m	OP	115-RPH	2012	Shama Yachts	MTU	GRP	23/-
FINLAND								
BALTIC YACHTS www.balticyachts.com	167' 6"/51.05m	SY	Baltic 170	2014	Judel, Vrolijk & Co./Design Unlimited		GRP	
	105' 4"/32.1m	SY	Baltic 107	2013	Frers Design/ Adam Lay		FRP/C	
	85/25.9m	SY	Baltic 83	2012	Judel, Vrolijk & Co.			
NAUTOR SWAN www.nautorswan.com	99' 1"/30.21m	SY	100-001	2013	Frers Design			
	90' 11"/27.71m	SY	90-709	2013	Frers Design			
	82' 3"/25.08m	SY	80-003	2012	Frers Design			
	82' 3"/25.08m	SY	80-004	2012	Frers Design			
	82' 3"/25.08m	SY	80-005	Mid-12	Frers Design			
FRANCE								
ALLIAURA www.alliaura.com	98' 3"/29.95m	SY/CT	P1000	2012	Marc Lombard		GRP	
ALU MARINE www.alumarine.fr	108' 6"/33.08m	SY	Cosmoledo	2012	Geronimo Naval Design		AL	12/10
CMN YACHTS www.cmnyacht.com	196' 10"/60m	MY	803	2013	Andrew Winch	Cat	ST/AL	16/13
	139' 9"/42.6m	MY	43m	2013	CMN	Cat	ST/AL	14/13

McConaghy Boats - Adastra



BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
FRANCE (CONT.)								
CHANTIER NAVAL COUACH	163' 9"/49.9m	MY	5000-1	Fall-11	Exequiel Cano Lanza/J.P. Fantini	MTU	GRP	28/-
	163' 9"/49.9m	MY	5000-2	Jun-12	Exequiel Cano Lanza/CNC	MTU	GRP	28/-
	121' 5"/37m	MY	3700-8	2012	Exequiel Cano Lanza/CNC	MTU	GRP	28/-
	114' 10"/35m	MY	3500-6	2012	Exequiel Cano Lanza/CNC	MTU	GRP	28/-
GARCIA www.garcia-bateaux.com	108' 11"/33.2m	SY	Vaton 110	2012	Gilles Vaton	Iveco	AL	
JFA www.jfa-yachts.com	109' 11"/ 33.51m	SY/ CT	VPLP 110	2012	VPLP		C	
	86' 1"/ 26.25m	SY/ CT	Long Island 85	2013	Marc Lombard		AL/ GRP	
HZX YACHTS & SHIPS www.hzx.com	120' 1"/36.6m	SY/ CT	Nahema 120	2012	Gilles Vaton/ Franck Darnet		GRP	
GERMANY								
ABEKING & RASMUSSEN www.abeking.com	257' 4"/78.43m	MY	6493	2012		Cat	ST/AL	
	257' 4"/78.43m	MY	6492	Fall-11	Reymond Langton	Cat	ST/AL	
	200'/60.96m	MY	6486	Fall-11	Reymond Langton	MTU	ST/AL	
BLOHM + VOSS www.blohmvooss.com	232' 11"/71m	MY	Baltika	2013	H2 Yacht Design		ST/AL	
HANSE YACHTS www.hanse-yachts.com	78' 9"/24m	SY	Hanse 78	Fall-12			GRP	
LÜRSSEN YACHTS www.lurssen.com	557' 9"/170m	MY	n/a	2014			ST/AL	
	482' 3"/147m	MY	Topaz	Fall-12			ST/AL	
	298' 7"/91m	MY	Orchid	2014	Reymond Langton		ST/AL	
	288' 9"/88m	MY	Global	2014			ST/AL	
	285' 5"/87m	MY	Bellissimo	2013	Nuvolari- Lenard		ST/AL	
	278' 10"/85m	MY	Rocky	2012	Andrew Winch		ST/AL	
	278' 10"/85m	MY	Nicki	2012	Andrew Winch		ST/AL	
NOBISKRUG www.nobiskrug.com	242' 9"/74m	MY	Graffiti	2012	Reymond Langton		ST/AL	
	242' 9"/74m	MY	Mogambo	Fall-11	Reymond Langton		ST/AL	
	239' 6"/73m	MY	P73	2013	H2 Yacht Design		ST/AL	
ADM KIEL	246' 1"/75m	MY	422	2012			ST/AL	
GREECE								
APOLLO VICTORY MARINE www.apollovictorymarine.com	216' 6"/66m	MY	Harmony A	2012	Apollo Victory/ Lally Poulias		ST/AL	
GOLDEN YACHTS www.goldenyachts.gr	318' 9"/97.16m	MY	O'Mare	2012	Apollo Victory Marine	Cat	ST/AL	
LAMDA NAFS	199' 7"/60.85m	MY	Blu Desire	2012		MTU	ST/AL	17.5/15

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY								
AB YACHTS www.ab-yachts.com	136' 6"/41.6m	OP	AB 140	2012		MTU	FRP	
	118' 11"/36.25m	OP	AB 116	2012		MTU	FRP	
	118' 11"/36.25m	OP	AB 116	2012		MTU	FRP	
	92' 6"/28.2m	OP	AB 92	2012		Cat	FRP	
AICON YACHTS www.aiconyachts.com	106'/32.31m	MY	Navetta 110	2012	Arch. Mannino	Cat	FRP	20/18
ADMIRAL/CNL www.cnl.it	144' 4"/44m	MY	Admiral 44WJ	2012	Luca Dini	MTU	AL	32/29
	137' 9"/42m	MY	Admiral 42	2012	Luca Dini	MTU	AL	30.5/28
	109' 3"/33.29m	MY	Admiral 32	2012	Luca Dini	MTU	AL	30/27
APREAMARE www.apreamare.it	79' 3"/24.15m	MY	Maestro 82	2012		MTU	GRP	
ARCADIA YACHTS www.arcadiayachts.it	114' 10"/35m	MY	Arcadia 115	2013	Francesco Guida	MAN	FRP	
	114' 10"/35m	MY	Arcadia 115	Fall-11	Francesco Guida	MAN	FRP	
	100'/30.48m	MY	Arcadia 100	2012	Francesco Guida	MAN	FRP	
	85'/25.91m	MY	Arcadia 85	2013	Francesco Guida	MAN	FRP	19/16
	85'/25.91m	MY	Arcadia 85	2012	Francesco Guida	MAN	FRP	19/16
	85'/25.91m	MY	Arcadia 85	Fall-11	Francesco Guida	MAN	FRP	19/16
	157' 6"/48m	SY	Arzanà 48	2012	Bill Tripp Design	Cat	AL	
ARZANÀ YACHTING	157' 6"/48m	SY	Arzanà 48	Jun-11	Bill Tripp Design	Cat	AL	
	116' 6"/35.5m	OP	120SL	Fall-11	Stefano Righini/Carlo Galeazzi	MTU	GRP	35/30
AZIMUT www.azimutyachts.com	116' 6"/35.46m	MY	116	Jan-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	116' 6"/35.46m	MY	116	Jul-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	116' 6"/35.46m	MY	116	Aug-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Apr-13	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Dec-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Jul-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Feb-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Feb-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Feb-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25
	103'/31.4m	MY	105	Feb-12	Stefano Righini/Carlo Galeazzi	MTU	GRP	28/25



JFA - Long Island 85

15
yachts over 200 feet
being built in Germany



Lürssen - Project Orchid

YACHT TYPE KEY MY=Motor Yacht SY=Sailing Yacht CT=Catamaran EX=Expedition Yacht OP=Open Yacht SF=Sportfisher HULL/SUPERSTRUCTURE MATERIAL KEY AL=Aluminum C=Carbon composite FRP=Composite, Fiberglass ST=Steel W=Wood

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINES	HULL/SUPERSTRUCTURE MAY/CRUISE SPEED
ITALY (CONT.)							
AZIMUT (CONT.)	101' 5"/30.91m	OP	103SL	Feb-12	Stefano Righini/Carlo Galeazzi	MTU	GRP 34/30
	101' 5"/30.91m	OP	103SL	Fall-11	Stefano Righini/Carlo Galeazzi	MTU	GRP 34/30
	100' 11"/30.75m	MY	100 Leonardo	Nov-13	Stefano Righini/Carlo Galeazzi	MTU	GRP 32/29
	100' 11"/30.75m	MY	100 Leonardo	Feb-12	Stefano Righini/Carlo Galeazzi	MTU	GRP 32/29
	100' 7"/30.67m	MY	100	May-13	Stefano Righini/Carlo Galeazzi	MTU	GRP 27/24
	100' 7"/30.67m	MY	100	Nov-12	Stefano Righini/Carlo Galeazzi	MTU	GRP 27/24
	100' 7"/30.67m	MY	100	Aug-12	Stefano Righini/Carlo Galeazzi	MTU	GRP 27/24
	100' 7"/30.67m	MY	100	Fall-11	Stefano Righini/Carlo Galeazzi	MTU	GRP 27/24
	98'/29.87m	MY	95	Feb-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 26.5/23
	98'/29.87m	MY	95	Nov-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 26.5/23
	98'/29.87m	MY	95	Jun-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 26.5/23
	88'/26.83m	MY	88	Jul-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	May-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	Feb-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	Jan-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	Oct-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	Jun-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	Jun-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	88'/26.83m	MY	88	Apr-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINES	HULL/SUPERSTRUCTURE MAY/CRUISE SPEED
ITALY (CONT.)							
AZIMUT (CONT.)	88'/26.83m	MY	88	Fall-11	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/26.49m	OP	865	Fall-11	Stefano Righini/Carlo Galeazzi	MTU	GRP 44/39
	86' 11"/25.69m	MY	82	Mar-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Mar-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Jan-13	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Nov-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Oct-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Aug-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Jun-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	May-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Apr-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Apr-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Feb-12	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
	86' 11"/25.69m	MY	82	Fall-11	Stefano Righini/Carlo Galeazzi	Cat	GRP 30/27
BAGLIETTO www.baglietto.com	150' 11"/46m	MY	10218	2012	Francesco Paszkowski	Cat	ST/AL
	150' 11"/46m	MY	10215	2012	Francesco Paszkowski	Cat	ST/AL
	150' 11"/44m	MY	10219	2012			ST/AL
	150' 11"/44m	MY	10213	2012			AL
	150' 11"/44m	MY	10212	2012			AL
	141' 1"/43m	MY	10217	2012			ST/AL
BAIA www.baia yacht.it	101' 8"/31m	OP	One Hundred	2012	Carlo Galeazzi	MTU	GRP
BENETTI www.benettiyachts.it	229' 8"/70m	MY	FB 262	2015	Benetti	Cat	ST/AL
	206' 8"/63m	MY	FB 265	2013	Benetti	Cat	ST/AL

Azimut - Leonardo 100



Benetti tops custom
builders with
33
projects

Baglietto 46m



BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
BENETTI (CONT.)	203' 5'62m	MY	FB 264	2013	Stefano Natucci/ Benetti	Cat	ST/AL	16/15
	200'60.95m	MY	Diamonds Are Forever	Fall-11	Benetti/Evan K. Marshall	Cat	ST/AL	16/15
	196' 10'60m	MY	FB 255	2013	Benetti	Cat	ST/AL	16/15
	187'57m	MY	FB 257	2014	Benetti	Cat	ST/AL	
	183' 9'56m	MY	FB 261	2013	Benetti	Cat	ST/AL	
	180' 5'55m	MY	FB 263	2013	Benetti	Cat	ST/AL	17/15.5
	180' 5'55m	MY	FB 260	2013	Benetti	Cat	ST/AL	
	177' 2'54m	MY	FB 258	2013	Benetti	Cat	ST/AL	17/15.5
	164'50m	MY	FB 801	2014	Benetti	Cat	GRP/ AL	
	154' 2'47m	MY	FB 502	2013	Stefano Natucci/ François Zuretti	Cat	AL	24/22.5
	147' 8'45m	MY	BV 019	2013	Stefano Righini/ François Zuretti	Cat	GRP	15/14
	147' 8'45m	MY	BV 018	2013	Stefano Righini/ François Zuretti	Cat	GRP	15/14
	137' 7'41.93m	MY	Crystal 140-03	Nov-13	Stefano Righini/ François Zuretti	Cat	GRP	15/14
	137' 7'41.93	MY	Crystal 140-02	May-13	Stefano Righini/ François Zuretti	Cat	GRP	15/14
	131' 3'40m	MY	Supreme 132-03	Dec-13	Stefano Righini/ François Zuretti	MTU	GRP	15.5/14.5
	131' 3'40m	MY	Supreme 132-02	May-13	Stefano Righini/ François Zuretti	MTU	GRP	15.5/14.5
	131' 3'40m	MY	Supreme 132-01	Apr-12	Stefano Righini/ François Zuretti	MTU	GRP	15.5/14.5
	121' 1'36.9m	MY	Classic 121-130	Nov-13	Stefano Righini/ François Zuretti	MTU	GRP	15/14
	121' 1'36.9m	MY	Classic 121-129	Mar-13	Stefano Righini/ François Zuretti	MTU	GRP	15/14
	121' 1'36.9m	MY	Classic 121-128	Jul-12	Stefano Righini/ François Zuretti	MTU	GRP	15/14

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
BENETTI (CONT.)	121' 1'36.9m	MY	Classic 121-127	Jan-12	Stefano Righini/ François Zuretti	MTU	GRP	15/14
	104' 2' 31.75m	MY	Tradition 105-28	Oct-13	Stefano Righini/ François Zuretti	Cat	GRP	14/13.2
	104' 2' 31.75m	MY	Tradition 105-27	May-13	Stefano Righini/ François Zuretti	Cat	GRP	14/13.2
	104' 2' 31.75m	MY	Tradition 105-26	Dec-12	Stefano Righini/ François Zuretti	Cat	GRP	14/13.2
	104' 2' 31.75m	MY	Tradition 105-25	Apr-12	Stefano Righini/ François Zuretti	Cat	GRP	14/13.2
	93' 6'28.5m	MY	Delfino 93	May-13	Stefano Righini/ Carlo Galeazzi	Cat	GRP	14/13
	93' 6'28.5m	MY	Delfino 93	Jan-13	Stefano Righini/ Carlo Galeazzi	Cat	GRP	14/13
	93' 6'28.5m	MY	Delfino 93	Sep-12	Stefano Righini/ Carlo Galeazzi	Cat	GRP	14/13
	93' 6'28.5m	MY	Delfino 93	May-12	Stefano Righini/ Carlo Galeazzi	Cat	GRP	14/13
	93' 6'28.5m	MY	Delfino 93	Apr-12	Stefano Righini/ Carlo Galeazzi	MTU	GRP	14/13
	93' 6'28.5m	MY	Delfino 93	Fall-11	Stefano Righini/ Carlo Galeazzi	MTU	GRP	14/13
	103' 4'31.5m	MY	BSD105RS/01	2012	Benetti SD/ Riccardo Paoli	MAN	ST/AL	13.5/13
	97' 8'29.76m	MY	L98/01	2012	Luca Brenta	MAN	ST/AL	14.5/14
	120'36.57m	MY	Canados 120	Mid-12		MTU	FRP	
	95'28.95m	EX	Darwin 95	2013	HydroTec	Cat	ST/AL	13/12.5
	85' 7'26.1m	EX	Darwin 86	2012	HydroTec	Cat	ST/AL	11.5/10
	82'25m	EX	Darwin 82	2012	HydroTec	Cat	ST/AL	11/10
	152' 9'46.57m	MY	Gladius II	2012		MTU	FRP	
	118' 6'36.13m	MY	691	2012		MTU	FRP	
	108' 2'32.96m	MY	692	2012		MTU	FRP	
	106' 1'32.34m	EX	Naumachos 105	2012		Cat	ST/AL	12/11

Benetti FB801



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Italian projects

Cantieri di Pisa - Gladius II



YACHT TYPE KEY MY=Motor Yacht SY=Sailing Yacht CT=Catamaran EX=Expedition Yacht OP=Open Yacht SF=Sportfisher HULL/SUPERSTRUCTURE MATERIAL KEY AL=Aluminum C=Carbon composite FRP=Composite, Fiberglass ST=Steel W=Wood

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
CANTIERI NAVALI TERMOLI www.cantierinavalitermoli.it	164' 50m	MY	163	2012	Russo/ Spadolini Design		ST/AL	15/-
CERRI CANTIERI NAVALI www.cerricantierinavalit.it	86' 3"/26.3m	OP	C86	Fall-11		MTU	GRP	
CHIOGGIA YACHT GROUP www.chioggiayachtgroup.com	87' 6"/26.68m	EX	Ocean King 88	2012	In Nave	MAN	ST/AL	
CODECASA www.codecasayachts.com	163' 9"/49.9m	MY	C.120	2013	Andrea Bacigalupo	MTU	AL	26/18
	139' 5"/42.5m	MY	F.75	2012	Codecasa/ Dellarole	Cat	ST/AL	17/11
COMAR www.comaryachts.it	82' 8"/25.2m	SY	Comet 85 RS	2012	Andrea Vallicelli		GRP	
CRN www.crn-yacht.com	262' 6"/80m	MY	129	Jul-12	Zuccon International Project	Cat	ST/AL	16/15
	242' 9"/74m	MY	131	May-14		Cat	ST/AL	15/14
	239' 6"/73m	MY	132	Feb-14		Cat	ST/AL	175/165
	216' 6"/66m	MY	134	Mar-15		Cat	ST/AL	165/15
	196' 10"/60m	MY	133	Apr-13	Zuccon International Project	Cat	ST/AL	15/14
	196' 10"/60m	MY	130	Fall-11	Zuccon International Project	Cat	ST/AL	15/14
	193' 7"/59m	MY	125	Jun-12	Zuccon International Project	MTU	ST/AL	16/14
	139' 9"/42.6m	MY	43.09	Jun-14	Zuccon International Project	Cat	FRP	15/13
	139' 9"/42.6m	MY	43.08	Feb-13	Zuccon International Project	Cat	FRP	15/13
	124'/37.8m	MY	CL124	Aug-12		MTU	FRP	27/23.5
CUSTOM LINE www.customline-yacht.com	124'/37.8m	MY	CL124	May-12		MTU	FRP	27/23.5
	124'/37.8m	MY	CL124	Feb-12		MTU	FRP	27/23.5
	112' 1'/34.16m	MY	CL112 Next	Jun-12		MTU	FRP	26/23
	112' 1'/34.16m	MY	CL112 Next	Fall-11		MTU	FRP	26/23
	112' 1'/32.62m	MY	CL33 Crescendo	Aug-12		MAN	FRP	18/16
	112' 1'/32.62m	MY	CL33 Crescendo	Jun-12		MAN	FRP	17/15
	112' 1'/32.62m	MY	CL33 Crescendo	May-12		MAN	FRP	17/15
	100'/30.48m	MY	CL100	Aug-12		MTU	FRP	27/24
	100'/30.48m	MY	CL100	Jul-212		MTU	FRP	27/24
	100'/30.48m	MY	CL100	May-12		MTU	FRP	27/24
	100'/30.48m	MY	CL100	Apr-12		MTU	FRP	27/24
	100'/30.48m	MY	CL100	Mar-12		MTU	FRP	27/24
	100'/30.48m	MY	CL100	Feb-12		MTU	FRP	27/24

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
CUSTOM LINE (CONT.)	97' 5"/29.7m	MY	CL97	Jul-12		MTU	FRP	27/24
	97' 5"/29.7m	MY	CL97	Feb-12		MTU	FRP	27/24
	86'/26.22m	MY	CL26 Crescendo	May-12		MAN	FRP	
	86'/26.22m	MY	CL26 Crescendo	Apr-12		MAN	FRP	
	86'/26.22m	MY	CL26 Crescendo	Mar-12		MAN	FRP	
	86'/26.22m	MY	CL26 Crescendo	Mar-12		MAN	FRP	
DOMINATOR www.dominatoryachts.com	95' 6"/29.1m	MY	29M	2012	Team 4 Design	MTU	FRP	
	90' 2"/27.48m	MY	885	2012	Team 4 Design	MTU	FRP	
	137' 9"/42m	MY	Anatomic 42	Fall-12	Egg & Dart	MTU	AL	26/24
EUROCRRAFT/TIRANIAN YACHTS www.tiranian-yachts.com	142' 9"/43.5m	MY	508	2012		MTU	ST/AL	14/12
EUROYACHTS www.euroyachtspa.it	101' 8"/31m	MY	102	2012		MTU	GRP	
FALCON YACHTS www.falconyachts.com	88' 10"/27.07m	MY	881	Aug-12		MTU	FRP	30/26
	88' 10"/27.07m	MY	881	May-12		MTU	FRP	30/26
	88' 10"/27.07m	MY	881	May-12		MTU	FRP	30/26
	88' 10"/27.07m	MY	881	Mar-12		MTU	FRP	30/26
	88' 10"/27.07m	MY	881	Fall-11		MTU	FRP	30/26
	85' 4"/26.02m	MY	870	Aug-12		MTU	FRP	30/27
	85' 4"/26.02m	MY	870	Jul-12		MTU	FRP	30/27
	85' 4"/26.02m	MY	870	Jun-12		MTU	FRP	30/27
	85' 4"/26.02m	MY	870	Jun-12		MTU	FRP	30/27
	85' 4"/26.02m	MY	870	May-12		MTU	FRP	30/27
	85' 4"/26.02m	MY	870	Apr-12		MTU	FRP	30/27
	84' 6"/25.76m	MY	Altura 840	Jun-12		MTU	FRP	
	84' 6"/25.76m	MY	Altura 840	Mar-12		MTU	FRP	
	81' 1'/24.71m	MY	800	Aug-12		MAN	FRP	
	81' 1'/24.71m	MY	800	Jul-212		MAN	FRP	
FERRETTI YACHTS www.ferretti-yachts.com	81' 1'/24.71m	MY	800	Jun-12		MAN	FRP	
	81' 1'/24.71m	MY	800	May-12		MAN	FRP	31.5/27.5
	81' 1'/24.71m	MY	800	Apr-12		MAN	FRP	31.5/27.5
	81' 1'/24.71m	MY	800	Mar-12		MAN	FRP	31.5/27.5
	81' 1'/24.71m	MY	800	Feb-12		MAN	FRP	31.5/27.5
	81' 1'/24.71m	MY	800	Feb-12		MAN	FRP	31.5/27.5
	81' 1'/24.71m	MY	800	Fall-11		MAN	FRP	31.5/27.5
	81' 1'/24.71m	MY	800	Fall-11		MAN	FRP	31.5/27.5

CRN 59m



93
sailing yachts being
built globally

Ferretti 881



BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
FILIPPETTI YACHTS www.filippettiyacht.com	97' 11"/29.85m	MY	Evo 980	2013		MTU	GRP	28/25
	88' 7"/27m	MY	Evo 890	2012	Fulvio de Simoni	MTU	GRP	31/25
FINCANTIERI www.fincantieri.it	459' 4"/140m	MY	Victory	2014	Espen Øino	MTU	ST/AL	
ISA YACHTS www.isayachts.com	176' 5"/49.95m	MY	500.03	2012		MTU	ST/AL	
	144' 4"/44m	MY	140.01	2012				
ITALYACHTS www.italyachts.com	164'/50m	OP	50.01	Fall-12	Andrea Bacigalupo	MTU	AL	30/25
	141' 6"/43.12m	OP	43.04	2013	Andrea Bacigalupo	MTU	GRP	35/30
	141' 6"/43.12m	OP	43.03	2012	Andrea Bacigalupo	MTU	GRP	35/30
LEOPARD YACHTS www.leopardyachts.it	183' 9"/56m	MY	56.01	2013	Andrea Bacigalupo	MTU	FRP	
	151' 7"/46.2m	OP	46.05	2013	Andrea Bacigalupo	MTU	FRP	
	151' 7"/46.2m	OP	46.04	2012	Andrea Bacigalupo	MTU	FRP	
	114' 10"/35m	OP	35.01	2012	Andrea Bacigalupo	MTU	GRP	
	111' 11"/34.11m	OP	34.15	2012	Andrea Bacigalupo	MTU	GRP	
MAIORA www.maiora.it	154' 2"/47m	MY	Maiora 45	2012		MTU	GRP	24/-
	124' 8"/38m	MY	Maiora 39	2012		MTU	GRP	32/-
	113' 2"/34.5m	MY	Maiora 35	2012		MTU	GRP	40/-
	104' 2"/31.75m	MY	Maiora 31	2012		MTU	GRP	30/-
	94' 10"/28.9m	MY	Maiora 29	2012		MTU	GRP	29/-
	94' 10"/28.9m	MY	Maiora 29	2012		MTU	GRP	29/-
	88' 7"/27m	MY	Maiora 27	2012		MTU	GRP	30/-
	84' 1"/25.64m	MY	Maiora 24s	2012		MTU	GRP	28/-
	84' 1"/25.64m	MY	Maiora 24s	2012		MTU	GRP	28/-
	84' 1"/25.64m	MY	Maiora 24s	2012		MTU	GRP	28/-
MARIOTTI YACHTS www.mariottiyacht.it	177' 2"/54m	MY	AMY002	Jan-12	Luca Dini	Cat	ST/AL	
MAXI DOLPHIN www.maxidolphin.it	100'/30.48m	SY	30.48	May-13	Finot/Conq	Yanmar	Carbon	
MONDOMARINE www.mondomarine.it	177' 2"/54m	MY	C24.1	2013	Luca Dini	Cat	ST/AL	17/15
	166'/50.6m	MY	C22.4	2013	Giorgio Vafiadis	MTU	AL	19/16
	147'/44.8m	MY	Viudes 45	2012		Cat	ST/AL	15/14
	132' 10"/40.5m	MY	C18.8	2012	Cor D. Rover	MTU	AL	19/17
	131' 11"/40.2m	MY	C18.7	2012	Giorgio Vafiadis	MTU	AL	16/14
OVERMARINE www.overmarine.it	163' 9"/49.9m	OP	165.8	2013	Bacigalupo/Righini	MTU	FRP	

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
OVERMARINE (CONT.)	163' 9"/49.9m	OP	165.7	2012	Bacigalupo/Righini	MTU	FRP	
	149' 3"/45.5m	MY	148.1	2012	Bacigalupo/Righini	MTU	FRP	
	130' 1"/39.65m	OP	130.20	2013		MTU	FRP	
	130' 1"/39.65m	OP	130.18	2012		MTU	FRP	
	109' 11"/33.5m	OP	108.31	2013		MTU	FRP	
	109' 11"/33.5m	OP	108.30	2012		MTU	FRP	
	103'/31.4m	OP	105.33	2013	Bacigalupo/Righini	MTU	GRP	
	103'/31.4m	OP	105.32	2012	Bacigalupo/Righini	MTU	GRP	
	92' 9"/28.27m	OP	92.29	2013	Bacigalupo/Righini	MTU	GRP	
	92' 9"/28.27m	OP	92.28	2012	Bacigalupo/Righini	MTU	GRP	
	82' 3"/25.07m	OP	80.76	2013	Bacigalupo/Righini	MTU	GRP	
	82' 3"/25.07m	OP	80.75	2012	Bacigalupo/Righini	MTU	GRP	
PALUMBO www.palumbo.it	196' 10"/60m	MY	Columbus 200	2013	HydroTec	MTU	ST/AL	18/16
	124' 3"/37.87m	MY	Columbus 125 H	2013	HydroTec		AL	22/-
PERINI NAVI www.perinnavi.it	196' 10"/60m	SY	C.2232	2014	Perini Navi	MTU	AL	15.5/12.5
	196' 10"/60m	SY	C.2218	2014	Perini Navi	MTU	AL	15.5/12.5
	196' 10"/60m	SY	C.2193	2013	Perini Navi	MTU	AL	15.5/12.5
	164'/50m	SY	C.2173	2012	Perini Navi	MTU	AL	14.5/12
	147' 8"/45m	SY	C.2114	Fall-11	Perini Navi/Ron Holland	Cat	ST/AL	13/10.5
	131' 3"/40m	SY	C.2180	2012	Perini Navi/Ron Holland	Cat	AL	12/9
	124' 8"/38m	SY	C.2130	2013	Philippe Briand	MAN	AL	13.3/10
PICCHIOTTI www.picchiotti.it	240' 6"/73.3m	MY	C.2189	2013	Vitruvius/Philippe Briand	Cat	ST/AL	16/12
	98' 5"/30m	SY	Nauta 99	Fall-11	Nauta Yachts		AL	
PERMARE www.gruppopermare.it	116'/35.35m	MY	Amer 116	Fall-12			GRP	27/22
PERSHING www.pershing-yacht.com	107' 11"/32.9m	OP	P108	Jun-12	Fulvio de Simoni	MTU	FRP	42/37
	107' 11"/32.9m	OP	P108	Apr-12	Fulvio de Simoni	MTU	FRP	42/37
	107' 11"/32.9m	OP	P108	Jan-12	Fulvio de Simoni	MTU	FRP	42/37
	91' 9"/27.96m	OP	P92	Apr-12	Fulvio de Simoni	MTU	FRP	41/38
	91' 9"/27.96m	OP	P92	Feb-12	Fulvio de Simoni	MTU	FRP	41/38

ISA 500.03



121'
average length of
Italian orders

Palumbo - Columbus 200



YACHT TYPE KEY MY=Motor Yacht SY=Sailing Yacht CT=Catamaran EX=Expedition Yacht OP=Open Yacht SF=Sportfisher HULL/SUPERSTRUCTURE MATERIAL KEY AL=Aluminum C=Carbon composite FRP=Composite, Fiberglass ST=Steel W=Wood

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE MATERIAL/CRUISE SPEED
ITALY (CONT.)							
PERSHING (CONT.)	91' 9"/27.96m	OP	P92	Fall-11	Fulvio de Simoni	MTU	FRP 41/38
	91' 9"/27.96m	OP	P92	Fall-11	Fulvio de Simoni	MTU	FRP 41/38
	91' 9"/24.97m	OP	P82	Jul-12	Fulvio de Simoni	MTU	FRP 45/40
	91' 9"/24.97m	OP	P82	Jun-12	Fulvio de Simoni	MTU	FRP 45/40
	91' 9"/24.97m	OP	P82	May-12	Fulvio de Simoni	MTU	FRP 45/40
	91' 9"/24.97m	OP	P82	Mar-12	Fulvio de Simoni	MTU	FRP 45/40
	91' 9"/24.97m	OP	P82	Mar-12	Fulvio de Simoni	MTU	FRP 45/40
	91' 9"/24.97m	OP	P82	Feb-12	Fulvio de Simoni	MTU	FRP 45/40
PRIVILEGE www.privilegeyacht.com	413' 5"/126m	MY	430	2013			ST/AL
RIVA www.rivaboats.com	92' 7"/28.23m	MY	Duchessa 92	Jun-12		MTU	FRP 30/27
	92' 7"/28.23m	MY	Duchessa 92	Apr-12		MTU	FRP 30/27
	86' 7"/26.4m	OP	Domino 86	Jul-12		MTU	FRP 38/34
	86' 7"/26.4m	OP	Domino 86	May-12		MTU	FRP 38/34
	86' 7"/26.4m	OP	Domino 86	Feb-12		MTU	FRP 38/34
	86' 7"/26.4m	OP	Domino 86	Jan-12		MTU	FRP 38/34
	86' 7"/26.4m	OP	Domino 86	Fall-11		MTU	FRP 38/34
	86' 7"/26.4m	OP	Domino 86	Fall-11		MTU	FRP 38/34
RODRIGUEZ www.rodriguez.it	85' 4"/26.02m	MY	Super Opera 85	Fall-11		MTU	FRP 33/29.5
	131'/39.93m	MY	40WB	2012			ST/AL
ROSSINAVI www.rossinavi.it	156' 10"/47.8m	MY	FR26	Apr-13		MTU	AL 17.5/-
	152' 7"/46.5m	MY	FR27	May-13	Team 4 Design	MTU	AL 23/-
	151' 11"/46.3m	MY	FR25	Mid-12	Mulder Design	Cat	ST/AL 15.5/-
	147' 7"/45m	MY	FR24	May-12	Spadolini Design	Cat	ST/AL 16/-
SAN MARCO	242' 9"/74m	MY	CSM74	2012	Tim Heywood	Cat	ST/AL
	236' 3"/72m	MY	CSM72	2013		Cat	ST/AL
SANLORENZO www.sanlorenzoyacht.com	177'/53.95m	MY	54 Steel	Fall-12	Francesco Paszkowski	Cat	ST/AL
	146'/44.5m	MY	46 Steel	Mid-13	Francesco Paszkowski	Cat	ST/AL
	146'/44.5m	MY	46 Steel	Mid-12	Francesco Paszkowski	Cat	ST/AL
	146'/44.5m	MY	46 Steel	Fall-11	Francesco Paszkowski	Cat	ST/AL

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE MATERIAL/CRUISE SPEED
ITALY (CONT.)							
SANLORENZO (CONT.)	125'/38.1m	MY	40 Alloy	Fall-13	Francesco Paszkowski	MTU	AL
	125'/38.1m	MY	40 Alloy	Mid-13	Francesco Paszkowski	MTU	AL
	125'/38.1m	MY	40 Alloy	May-12	Francesco Paszkowski	MTU	AL
	125'/38.1m	MY	40 Alloy	Fall-11	Francesco Paszkowski	MTU	AL
	123'/37.5m	EX	38 Exp	Fall-13	Francesco Paszkowski	Cat	ST/AL
	122' 1'/37.2m	MY	SD 122	May-13	Francesco Paszkowski	Cat	GRP
	122' 1'/37.2m	MY	SD 122	Fall-12	Francesco Paszkowski	Cat	GRP
	122' 1'/37.2m	MY	SD 122	Mid-12	Francesco Paszkowski	Cat	GRP
	122' 1'/37.2m	MY	SD 122	May-12	Francesco Paszkowski	Cat	GRP
	122' 1'/37.2m	MY	SD 122	Fall-11	Francesco Paszkowski	Cat	GRP
	118'/35.97m	MY	SL 118	Fall-13	Francesco Paszkowski	MTU	GRP
	118'/35.97m	MY	SL 118	Mid-13	Francesco Paszkowski	MTU	GRP
	118'/35.97m	MY	SL 118	Fall-12	Francesco Paszkowski	MTU	GRP
	109' 11'/33.5m	MY	SD 110	Mid-14	Francesco Paszkowski	MTU	GRP
	109' 11'/33.5m	MY	SD 110	May-14	Francesco Paszkowski	MTU	GRP
	109' 11'/33.5m	MY	SD 110	Fall-13	Francesco Paszkowski	MTU	GRP
	108'/32.92m	MY	SL 108	May-13	DellaRole	MTU	GRP
	108'/32.92m	MY	SL 108	Fall-12	DellaRole	MTU	GRP
	108'/32.92m	MY	SL 108	Mid-12	DellaRole	MTU	GRP
	108'/32.92m	MY	SL 108	May-12	DellaRole	MTU	GRP
	108'/32.92m	MY	SL 108	Fall-11	DellaRole	MTU	GRP
	104'/31.7m	MY	SL 104	Fall-12	Francesco Paszkowski	MTU	GRP
	104'/31.7m	MY	SL 104	Mid-12	Francesco Paszkowski	MTU	GRP
	104'/31.7m	MY	SL 104	May-12	Francesco Paszkowski	MTU	GRP
	104'/31.7m	MY	SL 104	Fall-11	Francesco Paszkowski	MTU	GRP
	94'/28.65m	MY	SL 94	Mid-12	Francesco Paszkowski	MTU	GRP
	94'/28.65m	MY	SL 94	May-12	Francesco Paszkowski	MTU	GRP

Riva - Domino 86



3
Italian yards lead
the builder top 20

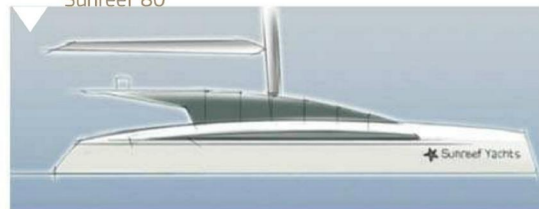
Sanlorenzo - 40 Alloy



BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
ITALY (CONT.)								
SANLORENZO (CONT.)	94'/28.65m	MY	SL 94	Fall-11	Francesco Paszkowski	MTU	GRP	
	94'/28.65m	MY	SL 94	Fall-11	Francesco Paszkowski	MTU	GRP	
	92'/28.04m	MY	SD 92	Mid-12	Francesco Paszkowski	MTU	GRP	
	92'/28.04m	MY	SD 92	May-12	Francesco Paszkowski	MTU	GRP	
	92'/28.04m	MY	SD 92	Fall-11	Francesco Paszkowski	MAN	GRP	
	92'/28.04m	MY	SD 92	Fall-11	Francesco Paszkowski	MAN	GRP	
	87' 11'/26.8m	MY	SL 88	Fall-11	DellaRole	Cat	GRP	
	78' 9'/24m	MY	SL 82	Mid-12	DellaRole	Cat	GRP	
	78' 9'/24m	MY	SL 82	May-12	DellaRole	Cat	GRP	
	78' 9'/24m	MY	SL 82	Fall-11	DellaRole	Cat	GRP	
TANKOA YACHTS www.tankoa.it	226' 4'/69m	MY	S65-12	2013	Francesco Paszkowski	Cat	ST/AL	16/12
	213' 3'/65m	MY	S65-11	2012	Francesco Paszkowski	Cat	ST/AL	16/12
TECNOMAR www.tecnomar.com	149' 3'/45.5m	MY	Impero 45	Mid-13	Luca Dini	Cat	ST/AL	
	147' 8'/45m	MY	Nadara 45	May-12	Luca Dini	MTU	GRP	
	131' 3'/40m	MY	Impero 40	Mid-13	Luca Dini	MTU	AL	
	108' 3'/33m	MY	Regale 33	May-13	Luca Dini	MTU	AL	
VIAREGGIO SUPERYACHTS www.vsy.it	98' 5'/30m	MY	Nadara 30	Mid-12	Luca Dini	Cat	GRP	
	236' 7'/72.1m	MY	VSY005	Sept-12	Espen Oino/ Michela Reverberi	Cat	ST/AL	17/12
WALLY www.wally.com	203' 9'/62.1m	MY	VSY003	Dec-12	Espen Oino	Cat	ST/AL	17/12
	165' 8'/50.5m	SY	Wally 50m	Mar-12	Wally/Bill Tripp	Cat	C	16/-
	147' 8'/45m	SY	Wally 45m	Mar-14	Wally/Bill Tripp			
	98' 5'/30m	SY	Wally Cento	2012	Reichel-Pugh		C	
	85' 7'/26.09m	MY	Wallyace	Fall-12	Banfield	Cat	GRP	-/12
	85' 7'/26.09m	MY	Wallyace	Mid-12	Banfield	Cat	GRP	-/12
	85' 7'/26.09m	MY	Wallyace	Mar-12	Banfield	Cat	GRP	-/12
JAPAN								
VEGA YACHTS www.vegayachts.com	377' 3'/115m	MY	V1150	2013	Richard Hein/ Alberto Pinto		ST/AL	
	274' 11'/83.8m	MY	V851	2013	Richard Hein		ST/AL	
LATVIA								
LATITUDE YACHTS www.latitude-yachts.com	88' 10'/27.07m	SY/ CT	Latitude 88	2013	Coste Design		AL	

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
MOROCCO								
ATB www.atb-shipyard.com	170' 7'/52m	SY	Goelette 152	2012	Gilles Vaton		ST/AL	
NEW ZEALAND								
ALLOY YACHTS www.alloyyachts.co.nz	185'/56.4m	SY	AY46	2013	Dubois Naval Architects/ Reymond Langton		AL	
	154' 2'/47m	MY	AY43	Fall-12	Dubois Naval Architects		AL	
	144'/43.9m	SY	AY45	2013	Dubois Naval Architects		AL	
	128' 6'/39.16m	EX	AY44	2012	René van der Velden		ST/AL	
CUSTOM	244' 9'/74.6m	EX	Weta	Fall-12	Michael Leach	Cat	ST/AL	15/13
FITZROY YACHTS www.fitzroyyachts.com	163'/49.7m	SY	G50	Dec-12	Dubois Naval Architects	Cat	AL	16/14
	132' 10'/40.5m	SY	F41	Dec-13	German Frers		AL	13/11
McMULLEN & WING www.mcmullenandwing.com	164'/50m	MY	Star Fish	Dec-12	Greg C. Marshall	Cat	ST/AL	14/12
YACHTING DEVELOPMENTS www.yachtingdevelopments.co.nz	100'/30.49m	SY/ CT	Q5	2012	Warwick Yacht Design	Cat	GRP	14/12
	88' 7'/27m	SF	Satu	2012		MTU	GRP	33/28
NORWAY								
PALMER JOHNSON www.palmerjohnson.com	267'/81.4m	EX	PJ World	2013	Nuvolari-Lenard		ST/AL	
PHILIPPINES								
OCEAN PACIFIC www.oceanpacific.com	131' 3'/40m	MY	Viva Ligaya	2012			ST/AL	
POLAND								
GALEON www.galeonyachts.com	80' 5'/24.5m	MY	780 Crystal	2013	Tony Castro	MAN	GRP	
	80' 5'/24.5m	MY	780 Crystal	Fall-12	Tony Castro	MAN	GRP	
	80' 5'/24.5m	MY	780 Crystal	Mid-12	Tony Castro	MAN	GRP	
SUNREEF YACHTS www.sunreef-yachts.com	82'/25m	SY/ CT	Sunreef 82 DD	Jun-12	Sunreef		GRP	
	78' 9'/24m	SY/ CT	Sunreef 80	Mar-13	Sunreef		GRP	
YBM www.yacht.pl	150' 11'/46m	SY	SY Best Boat	2012	Barracuda Yacht Design/ Paolo Scanu		AL	
RUSSIA								
SEVMASH www.sevmash.ru	232' 11'/71m	MY	Agat	2012	H2 Yacht Design	MTU	ST/AL	18/-
TIMMERMAN YACHTS www.timmerman-yachts.com	146' 8'/44.7m	MY	47.2	2012	Vripack	Cat	ST/AL	
	129' 7'/39.5m	MY	40.3	2012	Vripack	Cat	ST/AL	
	86' 7'/26.4m	MY	26.3	2012	Guido de Groot	Cummins	ST/AL	

Sunreef 80



143
yachts launched
in 2011

McMullen & Wing - Star Fish



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BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE MATERIAL	MAX/CRUISE SPEED
SINGAPORE								
MEGAWAY www.megaway.com.sg	127' 11"/39m	MY	Megaway 128	2012		MTU	ST/AL	18/-
SLOVENIA								
GENTECH/SORAYA YACHTS www.sorayayachts.com	152' 7"/46.5m	MY	Soraya 46	2012	UNIÉLLÉ Yacht Design	Cat	ST/AL	
SOUTH AFRICA								
GUNBOAT www.gunboat.com	89' 11"/27.4m	SY/ CT	Gunboat 90	2012	Morrelli & Melvin	Volvo Penta	GRP	
SOUTHERN WIND SHIPYARD www.southernwindship yard.com	102' 1"/31.12m	SY	SW 102 DS	Mid-12	Bruce Farr/ Nauta Yachts	Cummins	C/K/E	
	99' 1"/30.2m	SY	SW 100 RS	Fall-11	Bruce Farr/ Nauta Yachts	Cummins	C/K/E	
	93' 11"/28.64m	SY	SW 94	Fall-12	Reichel Pugh/ Nauta Yachts	Cummins	C/K/E	
	82' 2"/25.04m	SY	SW 82	2013	Bruce Farr/ Nauta Yachts	Steyr	C/K/E	
SPAIN								
ASTONDOA/MCIES www.astondoa.com	120' 1"/36.6m	MY	Osiris	2012		MTU	ST/AL	
FACTORIA NAVAL MARIN www.fnmarin.com	193' 7"/59m	MY	Y0102	2012		Cat	ST/AL	
FREIRE www.freireshipyard.com	241' 6"/73.6m	EX	Pegaso	Fall-11	H2 Yacht Design		ST/AL	
VULKAN SHIPYARD www.vulkanshipyard.com	138' 1"/42.1m	MY	VK-1	2012		MTU	AL	
SWEDEN								
KOCKUMS www.kockums.com	135' 10"/41.4m	MY/ CT	RFF135	2012	Porsche Design	MTU	AL	
	135' 10"/41.4m	MY/ CT	RFF135	2013	Porsche Design	MTU	AL	
TAIWAN								
ALEXANDER MARINE www.oceanalexander.com	102/31.09m	MY	10205	2012	Ed Monk	MTU	GRP	
	88/26.82m	MY	88005	Fall-11	Ed Monk	Cat	GRP	
	83/25.3m	MY	83003	2012	Ed Monk	MTU	GRP	
	81' 10"/24.95m	MY	82001	2012	Ed Monk	MTU	GRP	
JADE YACHTS www.jade-yachts.com	169' 11"/51.8m	MY	Bandido 170	2012	J.C. Espinosa	MTU	ST/AL	
	115/35.05m	MY	Jade 115	2012		MAN	ST/AL	
	90/27.43m	MY	Jade 90	2012		MTU	AL	
HORIZON www.horizon-yachts.com	147' 11"/45.1m	EX	148001	Fall-12	J.C. Espinosa	MTU	ST/AL	16/12
	119' 5"/36.4m	MY	Muses	Fall-11		MTU	FRP	16/14
	119' 5"/36.4m	MY	S120020	May-13		MTU	FRP	18/10
	109' 11"/33.5m	MY	110801	Fall-12		Cat	FRP	21/16
	109' 11"/33.5m	MY	Lady Gaga	Fall-11		Cat	FRP	21/16
	106' 11"/32.6m	MY	V107323	Fall-12		Cat	FRP	18/15
	105/32m	MY	Agora	Oct-12		Cat	FRP	18/15

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE MATERIAL	MAX/CRUISE SPEED
TAIWAN (CONT.)								
JOHNSON YACHTS www.johnsonyachts.org	100' 9"/30.7m	MY	Summer Wind	Mid-12		Cat	FRP	21/16
	100' 5"/30.6m	MY	Euphoria	Fall-11		Cat	FRP	21/16
	95' 2"/29m	MY	Mineral Water	Fall-11		MTU	FRP	24/20
	89' 6"/27.28m	MY	85093	May-12		MAN	FRP	26/20
	89' 6"/27.28m	MY	88909	May-12		Cat	FRP	23/16
	89' 6"/27.28m	MY	88911	May-12		Cat	FRP	23/16
	82' 4"/25.1m	MY	780503	Oct-12		MTU	FRP	22/12
	80/24.38m	MY	78092	Fall-12		Cat	FRP	27/20
	79' 1"/24.1m	MY	77208	Oct-12		MAN	FRP	12/9
	79' 1"/24.1m	MY	77207	Oct-12		MAN	FRP	12/9
	125/38.1m	MY	125	2012		Cat	GRP	
	126/38.4m	MY	126	Fall-11		Cat	FRP	
KHA SHING www.khashing.com	113' 10"/34.7m	MY	J01	Fall-11		Cat	FRP	
	98' 5"/30m	MY	130	2012		Cat	FRP	
	98' 5"/30m	MY	129	Fall-11		Cat	FRP	
	98' 5"/30m	MY	671	2012		Cat	FRP	
PRESIDENT YACHTS www.presidentyacht.com	88/26.82m	MY	672	2011		Cat	FRP	
	84/25.6m	EX	.001	2012		MAN	FRP	
	80/24.38m	MY	.001	Fall-11		Cat	FRP	
	130/39.62m	MY	P130	2013			FRP	
TRANSWORLD YACHTS www.transworldyachts.com	115/35.05m	MY	P115	2012			FRP	
	116' 6"/35.5m	MY	Trideck 120	2012		Cat	FRP	
THE NETHERLANDS								
ACICO YACHTS www.acico-yachts.com	160' 9"/49m	MY	Nassima	2012	Oliver van Meer		ST/AL	18/14
	154' 2"/47m	MY	Lady Dee	2012	Cor D. Rover		ST/AL	
AMELS www.amels-holland.com	241' 2"/73.5m	MY	7401	2014	Tim Heywood/ Andrew Winch		ST/AL	165/15
	220' 4"/67.15m	EX	Sea Axe 6711	Mar-12		Cat	ST/AL	25/16
	214' 11"/65.5m	MY	6503	2013	Tim Heywood/ Andrew Winch	Cat	ST/AL	17/13
	214' 11"/65.5m	MY	6502	Apr-12	Tim Heywood/ Andrew Winch		ST/AL	17/13
	196' 10"/60m	MY	462	2013	Tim Heywood		ST/AL	16/15
	180' 1"/54.9m	MY	463	2013	Tim Heywood		ST/AL	15/13
	178' 2"/54.3m	MY	461	2012	Tim Heywood		ST/AL	15/13
	178' 2"/54.3m	MY	460	2012	Tim Heywood		ST/AL	15/13
BALK SHIPYARD www.balkshipyard.nl	208' 4"/63.5m	SY	Mikhail S. Vorontsov	Mid-12	Dykstra & Partners/Ken Freivokh	MTU	W	

Gunboat 90



75
new-build orders
in 2011

Amels 180



BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX/CRUISE SPEED
THE NETHERLANDS (CONT.)								
BLOEMSMAN & VAN BREEMEN www.bloemsmavanbreemen.nl	144' 43.9m	MY	Free Spirit	2012	Pieter Beeldsniijder	Cat	ST/AL	16/14
CLAASEN JACHTBOUW www.claasenjachtbouw.nl	139' 11" 42.65m	SY	Atlantis	2012	Hoek Design		AL	
	136' 2" 41.5m	SY	Svea	2012	Hoek Design		AL	
	115' 35.05m	SY	F115.2	2013	Hoek Design		AL	
CUSTOM	98' 5" 30m	MY	Werner 98	Fall-12	Werner Yacht Design		ST/AL	
FEADSHIP - DE VRIES www.feadship.com	324' 10" 99m	MY	1004	2013	De Voogt/ Andrew Winch		ST/AL	
	219' 10" 67m	MY	683	2012	De Voogt		ST/AL	
	190' 3" 58m	MY	685	Apr-13	De Voogt/ Bannenber & Rowell		ST/AL	
	187' 57m	MY	684	2012	De Voogt		ST/AL	
FEADSHIP - VAN LENT www.feadship.com	333' 101.5m	MY	808	2014	De Voogt			
	255' 11" 78m	MY	806	2012	De Voogt	MTU	ST/AL	
	203' 5" 62m	MY	807	2013	De Voogt/ Andrew Winch		ST/AL	
	146' 6" 44.65m	MY	805	2012	De Voogt	MTU	ST/AL	
FLEVO JACHTBOUW www.flevojachtbouw.nl	96' 29.26m	MY	Belle de Jour	2012	Pieter Beeldsniijder		ST/AL	
HAKVOORT www.hakvoort.com	130' 3" 39.7m	MY	YN247	2012	Diana Yacht Design	Cat	ST/AL	
HEESEN YACHTS www.heesen-yachts.nl	213' 3" 65m	MY	16465	May-13		MTU	AL	27/-
	180' 5" 55m	MY	15555	Fall-11	Omega Architects	MTU	ST/AL	15/-
	167' 4" 51m	MY	16551	Oct-14		MTU	ST/AL	14.5/-
	165' 8" 50.5m	MY	16650	May-14		MTU	AL	24/-
	165' 8" 50.5m	MY	16250	May-13		MTU	AL	24/-
	165' 8" 50.5m	MY	16050	Oct-12		MTU	AL	24/-
	154' 2" 47m	MY	16347	Mid-12		MTU	ST/AL	15.5/-
	154' 2" 47m	MY	15747	May-12	Omega Architects/ Bannenber & Rowell	MTU	ST/AL	15.5/-
	144' 4" 44m	MY	15944	May-12		MTU	AL	25/-
	131' 3" 40m	MY	15640	Mid-13		MTU	AL	30/-
	111' 7" 34m	MY	16134	Mid-12		MTU	AL	27/-
HOLLAND JACHTBOUW www.hollandjachtbouw.nl	147' 8" 45m	SY	Y3	2013	Dixon Yacht Design/John Munford		AL	
	131' 1" 39.95m	SY	Rainbow	2012	Dykstra & Partners		AL	
	128' 3" 39.1m	SY	Yankee	2012	Dykstra & Partners		AL	

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX/CRUISE SPEED
THE NETHERLANDS (CONT.)								
ICON YACHTS www.iconyachts.eu	205' 1" 62.5m	MY	Midlandia	2012	Redman Whiteley Dixon	MTU	ST/AL	
JONGERT www.jongert.nl	164' 50m	MY	5000MY	2014			AL	20+
	145' 8" 44.4m	MY	4400MY	2013	Dubois Naval Architects/ Redman Whiteley Dixon		ST/AL	22/20
	141' 1" 43m	MY	4300MY	2013			AL	12/8
	133' 10" 40.8m	MY	4100MY	2013	Cor D. Rover	MTU	AL	
K&M YACHTBUILDERS www.kmy.nl	88' 26.82m	SY	Tulip	Jun-12	German Frers	Perkins	AL	
MOONEN SHIPYARDS www.moonen.com	140' 3" 42.75m	MY	Sofia III	Mid-12	René van der Velden	Cat	ST/AL	14.5/12
	120' 1" 36.6m	MY	Crystal	Fall-11	Bill Dixon		GRP	
	101' 8" 31m	MY	Doggersbank 100	Feb-13	René van der Velden	Cat	ST/AL	13/12
	82' 25m	MY	Moonen 82	2012	René van der Velden	MAN	AL	25/19
MULDER SHIPYARDS www.jachtwerfmulder.nl	98' 5" 30m	MY	Mulder 98	Fall-12	Guido de Groot	Cat	AL	22/-
OCEANCO www.oceancoyacht.com	285' 5" 87m	MY	Y707	Fall-11	Sam Sorgiovanni	MTU	ST/AL	
	280' 5" 85.47m	MY	Y708	Fall-12	Lobanov Design	MTU	ST/AL	
ROYAL HUISMAN www.royalhuisman.com	160' 9" 49m	SY	Kamaxitha	Fall-11	Dykstra & Partners/ Rhoades Young	MTU	AL	
	157' 6" 48m	SY	393	2014	Hoek Design/ Rhoades Young		AL	
	150' 11" 46m	SY	392	2014	Hoek Design/ Redman Whiteley Dixon		AL	
	142' 1" 43.31m	SY	Black Papillon	2013	Frers Design/ Rhoades Young		AL	
	120' 36.58m	SY	Bugamena	2012	Dykstra & Partners/ Rhoades Young	Scania	AL	
	79' 1" 24.1m	MY	Superior 2400	Fall-11			ST/AL	
VAN DER HEIJDEN www.vanderheijdensteel-yachts.nl	150' 11" 46m	SY	Dubois 46m	2013	Dubois Naval Architects		AL	
VITTERS www.vitters.com	109' 7" 33.4m	SY	Inoui	2013	Philippe Briand		C	

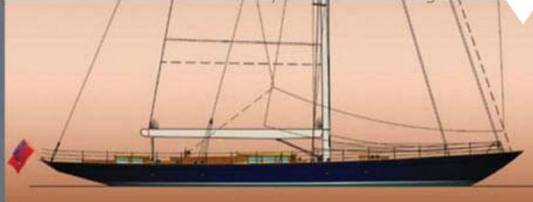
Mulder 98



8

over 300 feet
in build

Royal Huisman - Bugamena



YACHT TYPE KEY MY=Motor Yacht SY=Sailing Yacht CT=Catamaran EX=Expedition Yacht OP=Open Yacht SF=Sportfisher **HULL/SUPERSTRUCTURE MATERIAL KEY** AL=Aluminum C=Carbon composite FRP=Composite, Fiberglass ST=Steel W=Wood

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE MATERIAL	MAX CRUISE SPEED
TURKEY								
AEGEAN YACHTS www.aegeanyacht.com	91' 10"/28m	MY	Aegean 28	2012		Yanmar	ST	16/14
	91' 10"/28m	MY	Aegean 28	2012		Yanmar	ST	16/14
ADA YACHTS www.adayacht.com	153' 10"/46.9m	SY	Schooner 46	Jul-12	Dykstra & Partners		ST/W	
AGANTUR www.agantur.com	119' 5"/36.4m	SY	36m Dhow	2012	Jacques Pierrejean		ST	
	100' 1"/30.5m	MY	30m MY	2012			ST	
ALIA YACHTS www.aliayachts.com	81'/24.68m	SF	82LK.2	2012	Warwick Yacht Design		GRP	
ARCHIPELAGO YACHTS	150' 11"/46m	SY	ZanZiba	2012	David Wright Design		W	
BARKA SHIPYARD www.barkashipyards.com	108' 3"/33m	SY	Schonner 111.1	Fall-11	HydroTec/ Studio Faggioni		W	
	108' 3"/33m	SY	Schonner 111.2	Fall-11	HydroTec/ Studio Faggioni		W	
BILGIN YACHTS www.bilginyacht.com	159' 9"/48.7m	MY	Classic 160	2012		MAN	ST/W	15/13
	159' 9"/48.7m	MY	Antinea	Fall-11		MAN	ST/W	15/13
	131' 3"/40m	MY	M	Fall-11	H2 Yacht Design	MTU	W	
CMB YACHTS www.cmbiyachts.com	154' 2"/47m	MY	Mina	2012	Diana Yacht Design	MTU	FRP	
CMI SHIPYARD	88' 10"/27.07m	SF		Fall-11	Scanu Design	Cat	AL	25/-
CYRUS YACHTS cyrus.oranj.nl	112' 6"/34.3m	MY	Cyrus 34/6	2012	René van der Velden	Cat	GRP	
DRAGOS YACHTS www.dragosyachts.com	116' 10"/35.6m	MY	Jafe Tica	Jan-12	Koray Ünsal	MTU	ST/AL	
	108' 3"/33m	MY	Queen of Dragos	2012		MTU	ST/AL	
DREAM SHIP VICTORY www.dsyyachts.com	462' 7"/141m	SY	Dream Symphony	2015	Dykstra & Partners/Ken Freivokh	Cat	W	
	175' 2"/53.4m	SY	Princess Maria	2012	Dykstra & Partners/Ken Freivokh	Cat	W	
	144' 4"/44m	SY	Imagination	2012	Dykstra & Partners/Ken Freivokh	Cat	W	
DUNYA YACHTS www.dunayachts.com	237' 10"/72.5m	MY	Warrior	2013	Sterling Scott	Cat	ST/AL	
	236' 3"/72m	MY	Red Square	2012	Sterling Scott/ Alberto Pinto	Cat	ST/AL	
KESTREL SUPERYACHTS www.kestrelsuperyachts.com	106' 3"/32.4m	SY	Kestrel 106	Fall-11	Ron Holland		AL	
LEYMAR www.leymar.com.tr	130' 11"/ 39.9m	SY	Agica	Fall-2011		Scania	ST	
	124' 8"/38m	SY	Babylon	Fall-2011		Scania	W	
LOGOS MARINE www.logosmarine.com	110' 7"/33.7m	MY/ CT	Curvelle	Nov-2012	Incat Crowther/ Lila-Lou	Cat	C	22/20

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE MATERIAL	MAX CRUISE SPEED
TURKEY (CONT.)								
MED YACHT	131' 3"/40m	SY	40m Sloop	2012			ST	
MENGI-YAY www.mengiyay.com	152' 3"/46.4m	SY	NB85	2012		Cat	W	
	134' 2"/40.9m	MY	NB83	2013		Cat	ST	
	131' 3"/40m	SY	NB86	2013	Ginton Naval Architects/Guido de Groot	Cat	ST/AL	14/-
	103' 10"/31.68m	MY	NB82	2012		Cat	W	
NED SHIP www.nedshipgroup.com	131' 3"/40m	MY	40m MY	2012		Cat	GRP	
	101' 6"/30.8m	SY	Leisure Marine 101	2012	Andre Hoek		C	
NEREIDS www.nereidsyachts.com	221'/67.37m	MY	Pherousa	Fall-12	Turhan Soyaslan	Cat	ST/ GRP	16/15
NETA MARINE www.netamarine.com	136' 2"/41.5m	MY	Alia	2012	Guido de Groot		ST/AL	
NUMARINE www.numarine.com	131' 3"/40m	MY	130WB	2013		MTU	GRP	
	102'/31.08m	MY	102.RPH	2012		Cat	GRP	
ORKUN YACHTING www.orkunyachting.com	137' 9"/42m	MY	Deep Story	2012			ST/AL	
ORUCOGLU www.mistoryacht.com	190' 3"/58m	MY	Miss Tor 180	2013			ST	
	167' 4"/51m	MY	Miss Tor 170	2012			ST	
PEER GYNT YACHTS www.peergynt-yachts.com	118' 1"/36m	EX	Lola	Mar-12	Van Oossanen & Associates	Yanmar	ST/ GRP	
PERI YACHTS www.periyachts.com	135' 10"/41.4m	MY	412	Mid-12	Scaro Design	MTU	GRP	23/17
	123' 10"/37.75m	MY	372	Fall-11	Scaro Design	MTU	GRP	24/19
	93' 10"/28.6m	MY	297	Mid-12	Scaro Design	MTU	GRP	28/23
	93' 10"/28.6m	MY	296	May-12	Scaro Design	MTU	GRP	28/23
PROTEKSAN-TURQUOISE www.proteksan-turquoise.com	244' 9"/74.6m	MY	NB55	Dec-13	Andrew Winch	Cat	ST/AL	17/15
	244' 9"/72.6m	MY	NB54	Jul-12	H2 Yacht Design	Cat	ST/AL	17/15
	196' 10"/60m	MY	NB57	Jan-14		Cat	ST/AL	16/-
	163' 9"/49.9m	MY	NB56	Feb-13		Cat	ST/AL	15/14
RIZA TANSU www.rizatansu.com	137' 9"/42m	EX	Nomade 42	Mid-13		Cat	ST/AL	
	111' 7"/34m	MY	n/a	2012			W	
RMK MARINE www.rmkmachine.com.tr	147' 8"/45m	EX	BN80	Feb-12	Ron Holland	Cat	ST/AL	
	125' 2"/ 38.14m	SY	Oyster 125.1	Mid-12	Dubois Naval Architects	Cat	GRP	
	101' 1"/30.8m	SY	Oyster 100.2	Fall-12	Dubois Naval Architects	Cummins	GRP	
	88' 10"/27.08m	SY	Oyster 88.5.1	2012	Dubois Naval Architects	Cummins	GRP	
SABA YACHT www.sabayacht.com	82' 4"/25.1m	MY	Lady Hatun 2	2013		Cat	W	13/10
	82' 4"/25.1m	MY	Lady Hatun 1	2012		Cat	W	
SAENZ SUPER YACHTS www.saenzsuperyachts.com	135' 10"/41.4m	MY	Cannes	Fall-12	Dubois Naval Architects/ Beyond Design	Cat	ST	

Vitters - Inoui



9,530
total length in feet
of Turkish builds

Dream Ship Victory - Dream Symphony



BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX CRUISE SPEED
TURKEY (CONT.)								
SULTAN MARINE www.sultanmarine.com	164/50m	SY	Great Nautilus	2012	Evan K. Marshall		ST/AL	
SUNRISE YACHTS www.sunriseyachts.com	206' 8"/63m	MY	601	2013	Oeino/Redman Whiteley Dixon		ST/AL	
	147/44.8m	MY	Sunset	2012	Paolo Scanu/ Franck Darnet	MTU	ST/AL	
	106' 7"/32.5m	EX	DEY 32	Fall-12				
TAMSEN YACHTS www.tamsen.com	132' 10"/40.5m	MY	41.03	2012		MTU	GRP	
VICEM YACHTS www.vicemyacht.com	151' 2"/46.08m	MY	Vulcan 46	Jan-12	Mulder Design/ Art-Line	Cat	GRP	25/22
	117/35.66m	MY	Vulcan 35	Jun-12	Mulder Design/ Art-Line	Cat	GRP	23/19
	110' 1"/33.56m	MY	Vulcan 32	May-12	Mulder Design/ Art-Line	Cat	GRP	23/19
	108' 3"/33m	MY	Cruiser 100	Fall-11		MAN	W	18/14
YENER YAT	137' 9"/42m	SY	Gulet 42	Fall-11			ST	
UKRAINE								
LIMAN www.liman.ua	133' 2"/40.6m	SY	Skiff	2012		Cat	W	
UNITED ARAB EMIRATES								
ADM SHIPYARDS www.admshipyards.com	170' 7"/52m	MY	Dhow	2012			ST/AL	
GULF CRAFT www.gulfcraftinc.com	134' 8"/41.05m	MY	Majesty 135	2012		MTU	FRP	
	126/38.4m	MY	Majesty 125	2012		MTU	FRP	
	121' 5"/37.01m	MY	Majesty 121	2012		MTU	FRP	
	101/30.78m	MY	Majesty 101	2012			FRP	
	95' 7"/29.13m	MY	Gulf 95 Exp	2012			FRP	
	88' 5"/26.94m	MY	Majesty 88	2012			FRP	
UNITED KINGDOM								
CUSTOM	98' 5"/30m	SY	WallyCento	2012	Judet-Vrolijk		C	
DEVONPORT* www.devonportyachts.com (*Now Penderis Plus)	314' 11"/96m	MY	Project 55	Jan-12	Redman Whiteley Dixon/ R��mi Tessier	MTU	ST/AL	18/-
FAIRLINE www.fairline.com	82' 8"/25.2m	MY	Squadron 80	2013			GRP	
	82' 8"/25.2m	MY	Squadron 80	2013			GRP	
	82' 8"/25.2m	MY	Squadron 80	2013			GRP	
	82' 8"/25.2m	MY	Squadron 80	2012			GRP	
	82' 8"/25.2m	MY	Squadron 80	2012			GRP	
	82' 8"/25.2m	MY	Squadron 80	2012			GRP	

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UNITED KINGDOM (CONT.)							
OYSTER MARINE www.oystermarine.com	82/25m	SY	Oyster 82-19	2012		Cummins	GRP
	82/25m	SY	Oyster 82-18	2012		Cummins	GRP
	82/25m	SY	Oyster 82-17	Fall-11		Cummins	GRP
PRINCESS YACHTS www.princessyachts.com	130/39.6m	MY	40M	2012			GRP
	105/32m	MY	32M	2013			GRP
	105/32m	MY	32M	2012			GRP
	105/32m	MY	32M	Fall-11			GRP
	98' 5"/30m	MY	98MY	2012			GRP
	98' 5"/30m	MY	98MY	2012			GRP
	98' 5"/30m	MY	98MY	Fall-11			GRP
	85/25.9m	MY	85MY	2012			GRP
	85/25.9m	MY	85MY	Fall-11			GRP
	85/25.91m	OP	V85S	2012		MTU	GRP
	85/25.91m	OP	V85S	Fall-11		MTU	GRP
	79' 1"/24.1m	MY	78MY	2012			GRP
	79' 1"/24.1m	MY	78MY	Fall-11			GRP
	150' 11"/46m	MY	46M	2013		MTU	GRP
	131' 3"/40m	MY	40M	2012		MTU	GRP
SUNSEEKER YACHTS www.sunseeker.com	126' 8"/38.6m	MY	P130	2013		MTU	GRP
	126' 8"/38.6m	MY	P130	2012		MTU	GRP
	111' 11"/34.1m	MY	P115	2012		MTU	GRP
	111' 11"/34.1m	MY	P115	2012		MTU	GRP
	111' 3"/33.9m	MY	34M	2012		MTU	GRP
	111' 3"/33.9m	MY	34M	2012		MTU	GRP
	97' 9"/29.8m	MY	30M	2012		MTU	GRP
	97' 9"/29.8m	MY	30M	2012		MTU	GRP
	92' 4"/28.2m	OP	P92	2012		MTU	GRP
	92' 4"/28.2m	OP	P92	2012		MTU	GRP
	88' 2"/26.9m	MY	88Y	2012		MTU	GRP
	88' 2"/26.9m	MY	88Y	2012		MTU	GRP
	88' 2"/26.9m	MY	88Y	2012		MTU	GRP
	86' 10"/26.5m	OP	P84	2012		MTU	GRP
	86' 10"/26.5m	OP	P84	2012		MTU	GRP
BERTRAM www.bertram.com	82' 8"/25.2m	SF	800	2012		MTU	FRP
	82' 8"/25.2m	SF	800	2012		MTU	FRP
UNITED STATES							



Vicem 46

Sunseeker ranks
5th
in world; tops all
British builders

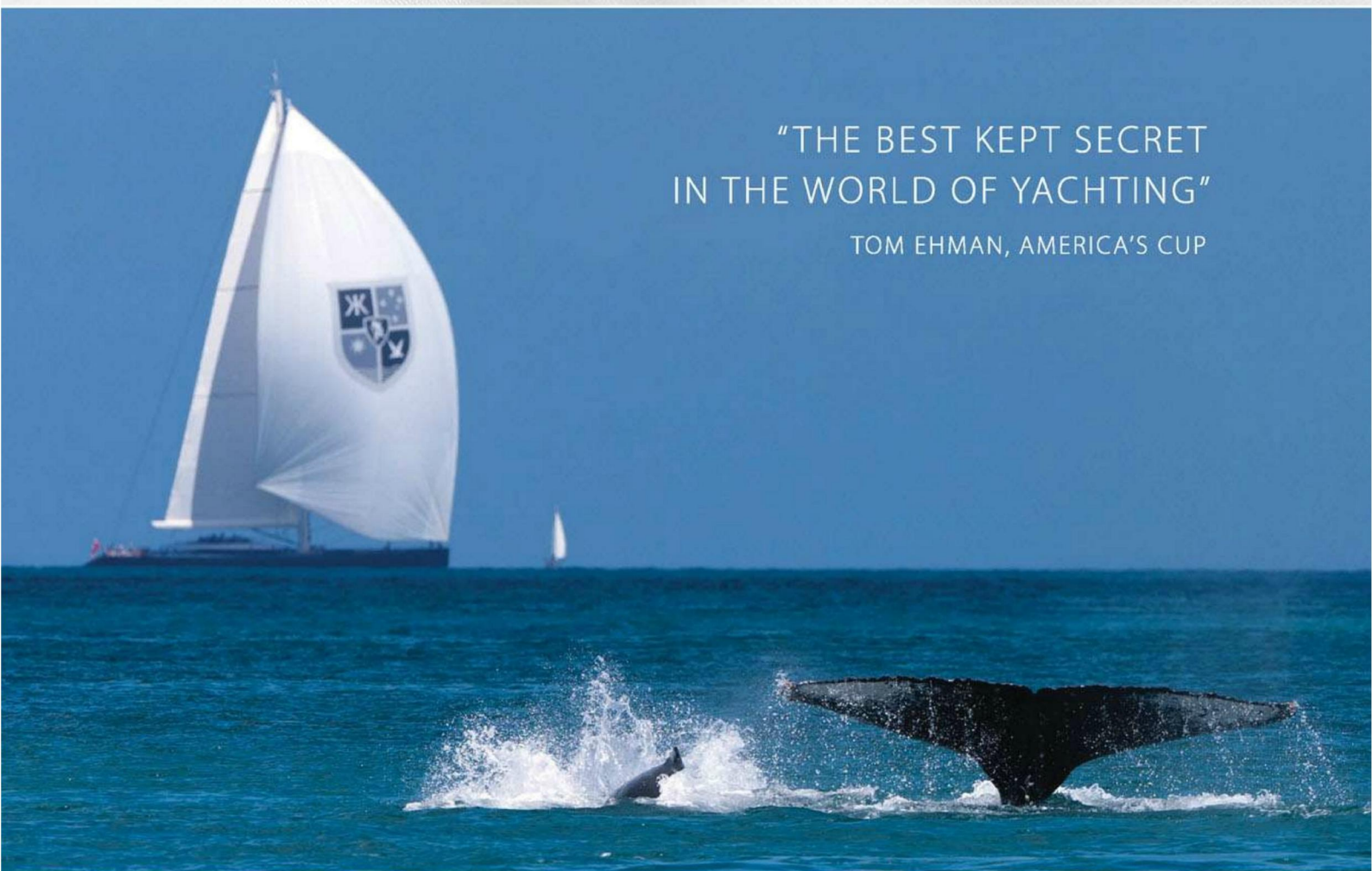


Princess 40m

YACHT TYPE KEY MY=Motor Yacht SY=Sailing Yacht CT=Catamaran EX=Expedition Yacht OP=Open Yacht SF=Sportfisher HULL/SUPERSTRUCTURE MATERIAL KEY AL=Aluminum C=Carbon composite FRP=Composite, Fiberglass ST=Steel W=Wood

"THE BEST KEPT SECRET
IN THE WORLD OF YACHTING"

TOM EHMAN, AMERICA'S CUP



The calm waterways, secluded anchorages and deserted beaches of the Whitsundays provide the perfect conditions to set sail. So it's no surprise that Hamilton Island is home to Audi Hamilton Island Race Week, Australia's largest offshore yachting regatta. With an iconic Yacht Club overlooking a secure 243-berth marina, nestled amongst the 74 islands of the Whitsundays, Hamilton Island really is the best kept secret in the world of yachting.

Audi Hamilton Island Race Week

17 – 25 August, 2012. Great Barrier Reef, Australia. www.hamiltonislandraceweek.com.au

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX/CRUISE SPEED
UNITED STATES (CONT.)								
CHRISTENSEN www.christensenyachts.com	164'/50m	MY	Perfect Pursuit	2013		MTU	FRP	17/12
	164'/50m	MY	Deputy Dog	2013		MTU	FRP	17/12
	157' 6"/48m	MY	Liquidity	2012		MTU	FRP	17/12
	120'/36.6m	MY	Ocean Alexander 120/1	Mar-12		MTU	FRP	16.5/12
	120'/36.6m	MY	Ocean Alexander 120/2	Jan-13		MTU	FRP	16.5/12
	120'/36.6m	MY	Ocean Alexander 120/3	Nov-13		MTU	FRP	16.5/12
CUSTOM	279' 10"/85.3m	MY	Marco 230	2013	Ken Freivokh	Cat	ST/AL	
DELTA MARINE www.deltamarine.com	208'/63.4m	EX	211-042	2013	Delta Design	Cat	ST/FRP	16.5/15
	164'/50m	MY	164-041	2012	Delta Design	Cat	FRP	16/14.5
	131' 3"/40m	MY	130-042	2014	Delta Design		FRP	
DERECKTOR www.derecktor.com	150'/45.72m	SY	Project K-IV	2012	Frers Design	Cat	AL	
KNIGHT & CARVER www.knightandcarver.com	83'/25.3m	SY	83HDX	2013			FRP	
	83'/25.3m	SY	83HDX	2013			FRP	
HATTERAS www.hatterasyachts.com	80'/24.4m	MY	80	2012		Cat	GRP	
	80'/24.4m	MY	80	2012		Cat	GRP	
	80'/24.4m	MY	80	3013		Cat	GRP	
	80'/24.4m	MY	80	2013		Cat	GRP	
	80'/24.4m	MY	80	2013		Cat	GRP	
HODGDON YACHTS www.hodgdonyachts.com	82'/25m	MY		2012		Cat	GRP	25/-
LAZZARA YACHTS www.lazzarayachts.com	116' 9"/35.6m	MY	MY116.6	2012		MTU	FRP	
	115' 6"/35.2m	OP	LSX120	2012		MAN	FRP	
	90'/27.4m	OP	LSX92	2012		Volvo	FRP	
	90'/27.4m	OP	LSX92	2012		Volvo	FRP	
	90'/27.4m	OP	LSX92	2012		Volvo	FRP	
MAGNUM MARINE www.magnummarine.com	99' 9"/30.4m	OP	100-001	2012	Alberto Mancini	MTU	FRP	
MERRITT BOAT & ENGINE WORKS www.merrittboat.com	86'/26.2m	SF	Merritt 86	2012			GRP	
	86'/26.2m	SF	Merritt 86	2012			GRP	
NEWCASTLE MARINE www.newcastleyacht.com	180'/54.9m	MY	Harbour Island	Fall-11		Cat	ST/AL	
	177' 2"/54m	EX	Explorer 177	2013			ST/AL	
	149'/45.42m	EX	Explorer 149	2012			ST/AL	
NORDLUND BOAT www.nordlundboat.com	115' 3"/35.1m	SF	YN11408		Ed Monk/J. Quinn Barnett		FRP	/18
	111' 3"/33.9m	SF	YN11012		Ed Monk		FRP	/18
	110' 3"/33.6m	SF			Ed Monk		FRP	
	106' 2"/32.4m	EX	YB11013		Ed Monk		FRP	
NORTHERN MARINE www.northernmarine.com	95'/29m	EX	Atlas	Oct-12		Cat	FRP	13.5/10
	85'/25.9m	EX	New World	May-12		MTU	FRP	13/10

BUILDER AND WEBSITE	LENGTH (FEET/METERS)	YACHT TYPE	YACHT NAME/YARD NO.	DELIVERY DATE (MM/YY)	DESIGN TEAM INTERIOR/EXTERIOR	ENGINE(S)	HULL/SUPERSTRUCTURE	MAX/CRUISE SPEED
UNITED STATES (CONT.)								
NORTHERN MARINE (CONT)	80'/24.4m	EX	Blood Baron	Mid-13		Cat	FRP	13/10
PACIFIC MARINER www.pacificmariner.com	85'/25.9m	MY	8523	Oct-12	Bill Garden	MTU	FRP	25/22
	85'/25.9m	MY	8522	Jun-12	Bill Garden	MTU	FRP	25/22
	85'/25.9m	MY	8521	Feb-12	Bill Garden	MTU	FRP	25/22
	85'/25.9m	MY	8520	Fall-11	Bill Garden	MTU	FRP	25/22
PALMER JOHNSON www.palmerjohnson.com	210'/64m	MY	PJ210-2	2013	Nuvolari-Lenard	MTU	AL	
	210'/64m	MY	PJ210-1	2012	Nuvolari-Lenard	MTU	AL	
	171' 3"/52.2m	OP	PJ170-2	2012	Nuvolari-Lenard	MTU	AL	
	134' 10"/41.1m	OP	PJ135-5	Fall-11	Nuvolari-Lenard	MTU	AL	
PARAGON MOTOR YACHTS www.paragonmotoryachts.com	94'/28.7m	MY	86-07	Mid-12		Cat	FRP	21/18
SPENCER YACHTS www.spenceryachtsinc.com	87'/26.5m	SF	178	Fall-11				
TARTAN YACHTS www.tartanyachts.com	113' 11"/34.7m	SY	Blue Pearl 114	2012	Robert Perry/Ivan Erdevicki/High Modulus	Volvo	GRP	
TRINITY YACHTS www.trinityyachts.com	242' 6"/73.98m	MY	New Horizon	2012		Cat	ST/AL	
	208'/63.4m	MY	T058	2013		MTU	AL	
	190' 3"/58m	MY	Lady Linda	Fall-11		Cat	AL	
	163' 9"/49.9m	MY	T059	2013		Cat	AL	
	163' 9"/49.9m	MY	T057	2012		Cat	AL	
	163' 9"/49.9m	MY	T056	2012		MTU	AL	
	163' 9"/49.9m	MY	Euphoria	2012		Cat	AL	
	120'/36.6m	MY	T061	2013		MTU	AL	24/-
VIKING YACHTS www.vikingyachts.com	83' 5"/25.4m	SF	82020	2012			FRP	
WESTPORT www.westportyachts.com	83' 5"/25.4m	SF	82019	2012			FRP	
	163' 10"/49.9m	MY	5011	Dec-12		MTU	FRP	24/20
	163' 10"/49.9m	MY	5010	Jun-12		MTU	FRP	24/20
	163' 10"/49.9m	MY	5009	Fall-11		MTU	FRP	24/20
	130'/39.6m	MY	4009	Dec-12		MTU	FRP	24/20
	130'/39.6m	MY	4008	Aug-12		MTU	FRP	24/20
	130'/39.6m	MY	4007	Apr-12		MTU	FRP	24/20
	130'/39.6m	MY	4006	Fall-11		MTU	FRP	24/20
	111' 11"/34.1m	MY	7748	Nov-12		MTU	FRP	25/22
	111' 11"/34.1m	MY	7747	Jul-12		MTU	FRP	25/22
	111' 11"/34.1m	MY	7746	Mar-12		MTU	FRP	25/22
	111' 11"/34.1m	MY	7745	Fall-11		MTU	FRP	25/22

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Trinity - Lady Linda



YACHT TYPE KEY MY=Motor Yacht SY=Sailing Yacht CT=Catamaran EX=Expedition Yacht OP=Open Yacht SF=Sportfisher **HULL/SUPERSTRUCTURE MATERIAL KEY** AL=Aluminum C=Carbon composite FRP=Composite, Fiberglass ST=Steel W=Wood



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THE VALUE OF CREW

How much do you have to pay to keep seeing the same faces on board?

TEXT BY **STEVE DAVIS**

AN OWNER'S MOST VALUABLE AMENITY on board can also be the least reliable—a great crew. Due to many factors, including tight accommodations, living in close quarters that mix many different personalities and busy programs that don't offer much time off, crew are notorious for jumping ship. And because of a historical lack of regulation, yachting has attracted its share of "backpacker" types, those looking for casual work in order to travel the world. All of which means owners have tended to pay top dollar for a constantly rotating, sometimes unqualified workforce.

But this workforce ethos has been slowly changing.

In 2008, when the world economy froze, yacht owners cut back and crew were awakened to the reality that starting salaries were dropping and yearly raises and bonuses were disappearing. More and more boats were kept at the dock or put up for sale. Suddenly

there was an abundance of experienced crew; jobs weren't so easily found. Breaking into yachting as crew was even more difficult.

"The easiest cutback was to pull back. [Owners] decided they weren't going to use [the boat]; [they] weren't going to pay for fuel and would only keep skeleton crew," says Sue Price of Crew Unlimited in Fort Lauderdale, Florida. "Everybody in this industry forgets, it's our whole life...it's [the owner's] toy."

A new reality was setting in. It was time to get serious. Crew had to brush up their skills and improve their certifications to keep their job or to bump their résumés to the top of the pile. They were quickly learning that those skills reflected the salary they would earn. In a manner of speaking, crew were starting to grow up. The industry was becoming a real business.

So where does that leave owners in 2011?



MONTHLY SALARIES IN DOLLARS

Boat Size	80-100 feet	100-120 feet	120-140 feet	140-160 feet	160-180 feet	180 feet +
Captain						
agency range	6,100-7,000	8,000-9,750	9,500-10,400	10,000-12,400	13,000-14,500	15,500+
poll average	7,230	9,030	10,330	12,675	15,230	19,660
poll range	4,000-10,700	4,500-18,000	5,000-15,000	7,000-18,700	10,000-25,500	13,000-28,000
First Officer/Mate						
agency range	3,500-4,000	4,200-5,000	5,200-5,700	5,900-6,600	7,000-8,000	8,000+
poll average	3,960	4,255	5,060	5,800	6,460	8,035
poll range	3,200-5,355	3,000-6,500	3,500-6,500	4,500-7,500	5,500-7,210	4,500-10,300
Bosun						
agency range	3,000-3,300	3,600-3,900	4,100-4,500	4,250-4,500	4,450-4,750	5,000+
poll average		4,000	3,020	4,075	4,830	5,500
poll range		(1 response)	2,000-3,750*	3,000-4,500	4,000-5,500	4,000-7,200
Deckhand						
agency range	2,300-2,500	2,750-3,000	2,750-3,000	2,800-3,100	2,850-3,200	2,850-3,250
poll average	3,320	3,075	2,900	3,275	3,225	3,160
poll range	3,000-4,160*	2,000-3,800*	2,000-4,500	2,800-4,000	2,500-4,500	2,300-4,200
Chief Engineer						
agency range	4,500-6,400	6,200-7,400	7,400-8,100	8,250-8,500	9,250-10,400	11,400+
poll average		6,000	7,520	9,570	9,710	13,740
poll range		5,000-7,000	5,000-11,000	6,800-15,400	5,000-15,500	8,300-18,000
Second Engineer						
agency range		4,500-5,000	5,500-6,250	6,500-7,000	7,000-7,500	8,500-8,600
poll average		4,125	6,610	7,200	4,885	6,125
poll range		3,000-5,500*	4,000-8,700	4,200-10,000	3,500-7,000	3,500-9,000
Chief Steward/ess						
agency range	3,000-3,950	4,050-4,550	4,950-5,350	5,700-6,200	5,500-6,700	7,000+
poll average	4,910	5,345	5,185	5,700	6,700	6,530
poll range	4,000-7,100	3,750-10,000	3,800-7,500	3,000-8,000	4,100-10,000	4,170-8,500
Second Steward/ess						
agency range	2,450-2,800	3,100-3,300	3,450-3,800	3,600-3,950	3,900-4,200	4,200-4,800
poll average	3,745	2,750	4,000	3,320	3,720	4,400
poll range	(1 response)	(2 responses)	3,300-5,500	2,500-4,000	3,333-4,100	3,500-6,800
Steward/ess						
agency range	2,500-2,900	2,750-3,000	2,900-3,200	3,000-3,250	3,050-3,350	3,200-3,600
poll average	3,160	3,070	3,170	3,685	4,135	3,040
poll range	2,500-4,356	2,100-3,500	2,000-4,525	2,900-6,000	3,000-5,500	2,200-3,800
Chef						
agency range	4,050-4,600	4,900-5,500	5,900-6,550	6,900-7,550	7,800-7,900	8,500+
poll average	5,240	4,860	5,930	6,950	6,840	8,750
poll range	3,500-9,000	3,160-7,000	4,000-8,500	3,500-12,750	5,000-8,000*	6,000-13,000
Sous Chef						
agency range	3,050-3,500	3,000-3,500	3,700-4,100	4,100-4,600	4,800-5,300	5,150+
poll average					4,500	5,500
poll range					(1 response)	4,500-6,000

* Fewer than five responses

ABOUT THE TABLE:

ShowBoats International's sister publication for captains and crew, *Dockwalk*, conducts an annual crew salary survey. In its most extensive poll to date, 15 crew placement agencies provided the salary range for crew they have placed, and more than 1,500 captains and crew shared their salaries online at www.dockwalk.com.

dockwalk.com.

The "agency range" shows the average lows and average highs of all ranges provided by the agencies—eight participated in the USD survey, and seven in the euro survey (not shown). Following are the online poll results from individual working captains and crew; the

"poll range" shows the lowest and highest of all the responses, the "poll average" is calculated from all responses. Approximately 780 captain/crew salaries are represented in the dollar table.

Note that not all positions with corresponding boat sizes had enough poll responses to be considered

significant; those categories are marked with an asterisk to indicate if fewer than five crew responded in that size range for that position. Several categories had only one or two responses, which is also noted. Also note that the table does not take into consideration a crewmember's years of experience.

GROWING PROFESSIONALISM

Over the last three years, crew have been evolving into a more professional group. More crew now incur the financial burden to get an education before stepping foot on the dock, needing a STCW 95 certificate (basic safety training), at a cost of nearly \$1,000, along with courses to make themselves more marketable. "Fewer and fewer people treat the industry as merely a summer job," says

Deborah Blazy of Camper & Nicholsons in Antibes, France. "More so, it is regarded as a career."

This bodes well for owners, who appear to be firing up their boats again after making it through the tight hold of the last few years. Even though new build orders have dropped off considerably in the last few years, larger, more sophisticated yachts are entering the scene. With changes in technology, green initiatives

and creative designs, crew are becoming more sophisticated themselves. The job market is tough in every corner of the globe, and people are realizing that they have to know more than just how to mix a drink, polish the brass or change the oil. An ability to learn and offer a diverse background of skills helps crew contribute in any situation, which makes them a more valuable commodity to the captain and owner.

Even though crew are more professional today, salaries have barely moved. "There are very high levels of competition for entry-level positions, and salaries are stable or decreasing slightly at this time for crew with less than one year of experience," says Rupert Connor of Luxury Yacht Group. "Experienced crew with a proven track record of delivering high quality services are in short supply and salaries are increasing for the top crew with over five years of experience. The middle ground is stable."

As with previous years, quality steward/esses, chefs and engineers are still in short supply, while there are plenty of available deckhands. Captains also find themselves readily available. "I think captains have been affected more than anyone. There has been a much lower turnover, therefore fewer openings," says Duncan Bray of Northrop & Johnson.

Unfortunately, there are still leftover attitudes from crew who believe they are still entitled to certain benefits and have high salary expectations.

"What we have noticed [this season] is quite a few new crew coming into the industry with very high expectations on salary, which sometimes aren't too realistic," says Erica Lay of YCO Crew in Palma. A deckhand with a year or two of experience expecting more than \$4,000 per month might have difficulty attaining a position when this year's across-the-board average for those earning dollars is \$3,160 (the range being \$2,000 to \$4,500). However, some are willing to compromise, as seen in the lower end of the deckhand salary range. "Because there are so many entry-level crewmembers joining the industry every year, employers do feel they can get away with offering less than before," says Louisa Gallimore of Bluewater Crew in Antibes. "New crew are desperate to get that crucial first season...they will accept a lesser salary."

BEYOND SALARIES

Benefits, such as insurance, vacation, paid flights and time off, can add substantially to the value of a crewmember's compensation. While the salaries reflected in the survey do not include the value of benefits, some crewmembers noted in their responses that their

benefits included a car or a condo, and some received a bonus after 13 months or were being paid a day rate above their salary when out on charter.

Crew agencies generally agree that education and training are benefits that come after crew have been on board a certain amount of time and loyalty has been established. Instead of contributing financial support for training, many yachts will allow the extra time off, agents noted.

Crew rotation is still a hot trend. It's generally accepted for engineers, with some crewmembers noting they were on a two-month on, two-month off schedule. "It can work with engineers with a planned maintenance program, but is difficult for other positions," says Connor. Blazy adds, "It is not high on the owner's list of priorities. Owners like to see the same faces on board and [they] like that continuity." Both agree that it can increase the financial burden on the owner and doesn't build longevity.

KEEPING YOUR CREW

It's said that the attrition rate among crew is hovering at 80 percent. If someone walks on the dock today, chances are they are no longer in the business a year from now. The current trend has led to a need for longevity. "Longevity is something that has long been a preferred trait on a CV," Blazy says. "Those starting out in the industry still move around a certain degree as they try to establish their goals."

Gallimore points out, "The priority for crewmembers is to find permanent work, [but] so many yachts at the moment are only offering seasonal positions." And it may be that particular reason that YCO's Lay notices, "Senior crew have moved around more this year than last." On the other hand, Connor of Luxury Yacht Group says, "There are a lot of experienced crew now who can't just name their price and jump to another boat. There's not an unlimited supply of new jobs. The people who are good are not leaving, and if you have an owner who will be boating for life and gets the team that he likes, he's not letting them leave."

THE BIG PICTURE

The industry is still feeling the effect from 2008's economic downturn, but by all recent accounts, yachting is slowly making a comeback. "Tides are turning, boats are selling and owners are choosing to use the boats again," says Price. Lay adds, "Salaries appear to be getting back to 'normal,' if such a thing exists in yachting. [Owners] are paying more for better-qualified crew."

It's a general consensus that yachting is evolving from the "cottage industry" of the past to becoming a serious, legitimate business. Crew agreements are still a weak link, but crew are learning that to do well in yachting, they need to identify their abilities, understand the owner's perspective and step back to expand their vision beyond their department and recognize how it blends with and affects the entire vessel, crew and owner alike.

As yachting rebounds, most agree that it's time for new crew to know what they're getting into by doing the research and for seasoned crew to keep their expectations in check. When owners, management companies, captains and crew all do their part, everyone gets what they need. ■



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HAPPY SHIP

The latest innovative crew quarters designs not only provide an efficient place to work but also a home away from home. **TEXT BY LOUISA BECKETT**

THE SAYING, "HAPPY CREW, HAPPY SHIP; happy ship, happy owner," is often heard around shipyards and designer's offices, but the challenge lies in making this truism come true. One surefire way is to expand the crew's living spaces on board—an enhancement that may become mandatory on many superyachts when the Maritime Labour Convention, 2006 (MLC) comes into effect. But some yachts have taken the initiative to provide exceptionally accommodating crew spaces before any regulatory agency requires it.

"As a shipyard we try to set as high a standard as possible for the spaces where the crew sleeps and leises," says Michael Breman, Lürssen Yachts sales director. "Our boats are larger, and therefore it's easier to lay out a boat in a proper, professional way.

"Some owners are more generous than others..." he adds, citing the 247-foot Lürssen *Northern Star*, launched in 2009. She has a two-deck crew area that incorporates a crew mess and lounge on the lower deck and a private crew gym on the tank deck.

"What's special about *Northern Star* is her owner. He wants to

be sure that the crew is happy; that way he keeps his crew," Breman says. "He doesn't want to see new faces all the time."

Another owner known for his attention to crew comfort is Dennis Washington, who recently transformed the 301-foot *Evergreen* into the 328-foot *Attesa IV*, winner of the 2011 World Superyacht Award for Best Rebuilt Yacht. According to *Attesa IV*'s Captain Ted McCumber, her crew spaces were enlarged substantially during the rebuild.

"We actually took away some of the guest areas and made nicer spaces for the crew," he says. "We spend a lot of time at anchor; without the space we'd go nuts because there are not that many places we can tie up to."

When Captain McCumber and the owner toured the crew accommodations on *Evergreen* prior to starting the rebuild, they immediately decided to change the configuration of the cabins. "A lot of the staterooms had three bunks, and the boss said, 'There's no way we're going to do that,'" says the captain. *Attesa IV* accom-



modates her officers and chef in private staterooms and also has individual cabins for her therapist, pilot and two staff supernumeraries who may come aboard.

Atessa IV's crew area also features an officer's mess and a separate lounge for non-English speaking crew. "We run with a lot of Filipino crew, so we gave them their own space so they could speak their own language and be comfortable," Captain McCumber says. "On their time off, it's hard to speak someone else's language."

Even more remarkable is the yacht's new, bi-level combination gym and crew lounge in the bosun's locker area. The fitness center features weight sets, heavy bags, treadmills, LifeCycles and stair steppers, while lounge amenities include two flat-screen TVs. It's also a practice area for a band that some of the crew have formed, "Contraband." "We can seat about sixteen on huge couches and beanbags. It's really kind of a neat spot where everyone relaxes. The area gets used every single night," McCumber says. "We probably spent two million dollars on that one space. It was a pretty big deal to do what we did."

Giving the crew their own dedicated deck (or decks) may be common on superyachts in the 300-foot range, but it's practically unheard of on smaller vessels. That's part of what makes the 138-foot "soft expedition" vessel *E&E* so unique.

On the Turkish-built and Vripack-designed *E&E*, the master stateroom is on the bridge deck and four guest suites are on the deck just below it. That leaves the entire lower deck—about 128 feet in length—dedicated to crew use and storage. "The main focus of this project is to put the guests on the right level where they should be. If they pay a substantial charter fee, then they should be in premium location," says Bart Bouwhuis, Vripack director of design.

"This has a perfect crew accommodation, not only cabin-wise and bathroom-wise but also crew lounge-wise," Bouwhuis says. "This is a crew lounge you would only see on a yacht of fifty meters—if you were lucky." The crew deck also has a good-size laundry room at the foot of the central crew stairs, allowing efficient transport of laundry to and from the upper-deck guest accommodations.

E&E's six en suite crew cabins are configured with bunks, but Bouwhuis says, "In daily operation, they will have only one person per cabin." If necessary, two crew can double up and make a cabin available for a nanny or other supernumerary staff. Bouwhuis reported that the sleeping arrangements are big enough to meet the coming MLC requirements—and this on a 138-foot boat.

Vripack pioneered this private crew deck arrangement on the 121-foot expedition yacht *Jasmine* a decade ago. "It has a very high return charter rate," Bouwhuis says, but admits, "This concept has not been followed—and I don't know why."

The 1999 184-foot *Trinity Pangaea* (ex-*Dream*; ex-*Samantha Lin*) is another example of an expedition yacht with enviable crew quarters. Her raised foc'sle forward is used to house a large crew lounge and mess, leaving space on the lower deck for roomy crew cabins, some with side-by-side berths rather than bunks. *Pangaea*'s crew also has private access to the exterior decks for outdoor recreation time. "We literally had people throw résumés on the boat at the Fort Lauderdale show," says Billy Smith of Trinity Yachts.



NORTHERN STAR

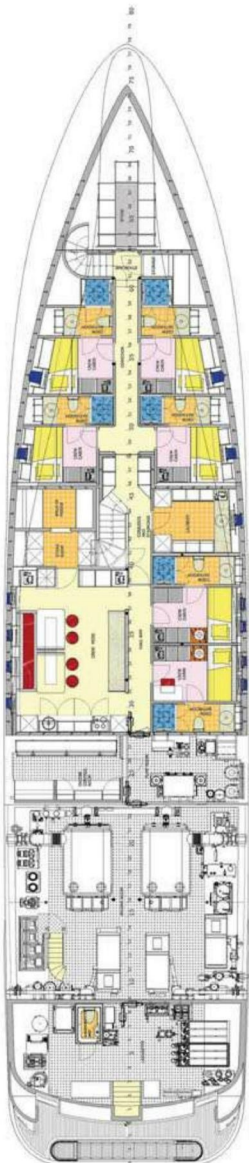
LOA: 247' 4" (75.4M)

BUILDER/YEAR:
LÜRSSEN/2009

NUMBER OF
CREW: 22

CREW AREAS: TWO-DECK CREW AREA INCORPORATING A CREW MESS, LOUNGE AND CABINS ON THE LOWER DECK AND A PRIVATE CREW GYM ON THE TANK DECK.



**E&E****LOA:** 138' 1" (42.1M)**BUILDER/YEAR:** CIZGI
YACHT/2011**NUMBER OF CREW:** CAN
ACCOMMODATE UP TO 13

CREW AREAS: ALMOST THE ENTIRE LOWER DECK BELONGS TO THE CREW. WHEN OPERATING WITH SIX CREW (PLUS CAPTAIN), EACH CREWMEMBER HAS HIS OR HER OWN EN SUITE CABIN. A LARGE CREW MESS AND LAUNDRY ROOM ROUND OUT THE AREA.



While traditional "white yachts" typically can't offer the sort of bonus crew space found on an expedition yacht, several new projects feature innovative owner and guest accommodations that benefit their crew areas in major ways.

Take, for example, Trinity's 198-foot *Areti*. On this new launch, the owner's suite is on the upper deck, where the wheelhouse would be on most yachts of this size. The wheelhouse was moved to the main deck, but raised a few feet above deck level for a better view of the waters ahead. This enabled Trinity's designers to fit a unique "crew upper loft" deck beneath the wheelhouse and above the lower deck. The loft area is fitted out with six spacious, double-bed crew cabins that share three heads on the deck below. *Areti's* lower deck has two additional bunkrooms with en suite heads, a large laundry and an extra-large crew mess.

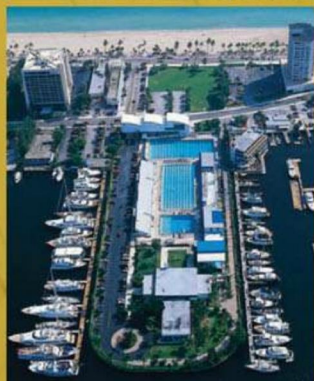
"Trinity's position on crew," Smith says, "is that if you have a good crew you are yachting, and if you have a bad crew you are boating—and there's an enormous difference."

Even on motor yachts that place both guest and crew quarters on the lower deck, some designers and shipyards are coming up with ergonomic and efficient areas for the crew. The second Picchiotti Vitruvius motor yacht, the 183-foot *Galileo G*, designed by Philippe Briand in collaboration the Vitruvius team, is a good example. *Galileo G's* crew mess is more than 150 square feet, and the laundry is almost that large.

"The crew quarters on *Galileo* are very spacious and are similar to guest quarters on many yachts," says Vitruvius spokesperson Cristina Bernardini. "They are designed to provide ample living space for circumnavigation, [which] leads to extended stays on board by the owner and his guests, so the crew is basically available twenty-four hours a day. As the owner is an experienced yachtsman, he totally understands what this entails in terms of workload and availability, so he insisted on their wellbeing on board."



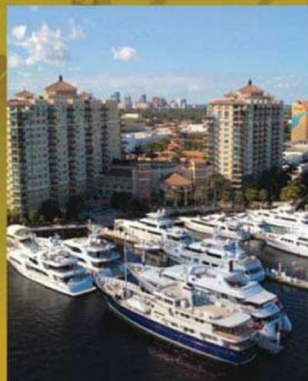
Fort Lauderdale, Florida



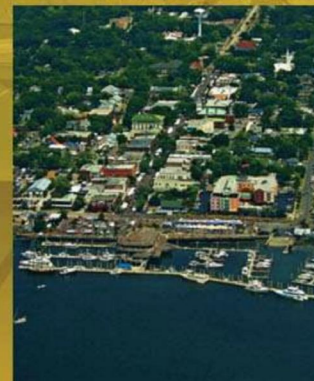
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**GALILEO G****LOA:** 182' 9" (55.7M)**BUILDER/YEAR:** PICCHIOTTI/2011

CREW AREAS: CREW MESS IS MORE THAN 150 SQUARE FEET, AND THE LAUNDRY IS ALMOST AS LARGE. THE CREW QUARTERS ARE DESIGNED WITH LONG-TERM CRUISING IN MIND.



"We had the unique opportunity to ask the crew on *Big Fish*, 'How would like you like your crew quarters to be different on [Star Fish]?' said Greg Marshall. They surprised him by saying they didn't want as intricate an interior this time.

Another yacht that will boast an innovative layout is Aquos Yachts' 164-foot *Star Fish*, due to launch in New Zealand in 2013. *Star Fish* is a larger evolution of Aquos' groundbreaking 148-foot long-range motor yacht *Big Fish*.

"We had the unique opportunity to ask the existing crew on *Big Fish*, 'How would like you like your crew quarters to be different on the next boat?'" says naval architect Gregory C. Marshall, who designed both yachts. "[*Big Fish's* crew] already has gone over forty thousand miles in the past fifteen months. [The owner] expects to continue at the same pace on the new boat, and they need proper spaces to live their lives offshore."

Star Fish has an owner's deck, complete with swimming pool, which let Marshall turn the valuable real estate on the main deck forward into a home-away-from-home for her crew. In addition to a huge galley, there is a large crew lounge to port—a major change in design from *Big Fish*, which has its lounge on the lower deck. *Star Fish's* crew lounge incorporates a media area/coffee bar, small galley and large dining/meeting area. It features large, floor-to-ceiling windows that would not be physically possible on the lower deck.

On *Big Fish*, the crew quarters are finished to the level of the guest areas and are similar in décor. But when Marshall asked the crew about the new boat, they surprised him by saying they didn't want as intricate an interior this time. "They wanted an interior with much less maintenance, and in addition, they wanted another décor that designated that they were in their off-time, so that they don't feel like they are just in another space in the owner's quarters," he says. "So the décor in the crew lounge is a bit like a trendy café. It's decorated like nothing else on the rest of the boat, so it's purely their space."

Another improvement that *Star Fish* offers the crew is private access to the exterior deck. "From the crew lounge, they can go directly up onto the deck, instead of having to go through the owner's spaces," Marshall says. "They end up with sort of an inside/outside crew space, and on nice days they can let fresh air into the lounge."

Star Fish is not MLC compliant, "but it's really close," Marshall adds. (His next design for this owner, 177-foot *Sword Fish*, will be designed to MLC standards.) In Marshall's opinion, the MLC regulations on outdoor recreation space for crew may have an even bigger impact on superyacht design than the regulations for their sleeping areas. The question for owners, he says, is: "Where do you want the crew to hang out outside?" ■

STAR FISH**LOA:** 163' 8" (50M)**BUILDER/YEAR:** MCMULLEN & WING/2013

CREW AREAS: MAIN DECK FORWARD IS A HOME-AWAY-FROM-HOME FOR HER CREW. IN ADDITION TO A HUGE GALLEY, THERE IS A LARGE LOUNGE THAT INCORPORATES A MEDIA AREA/COFFEE BAR, SMALL GALLEY AND SPACIOUS DINING/MEETING AREA. IT FEATURES LARGE, FLOOR-TO-CEILING WINDOWS.







these pages
On her way to Timor, *Golden Compass* lays at anchor off the Indonesian island of Flores (left). *Golden Compass*'s owners and guests had the opportunity to accompany United Nations pilots on a photo mission along the north coast of East Timor (right).



Yachting's AMBASSADORS

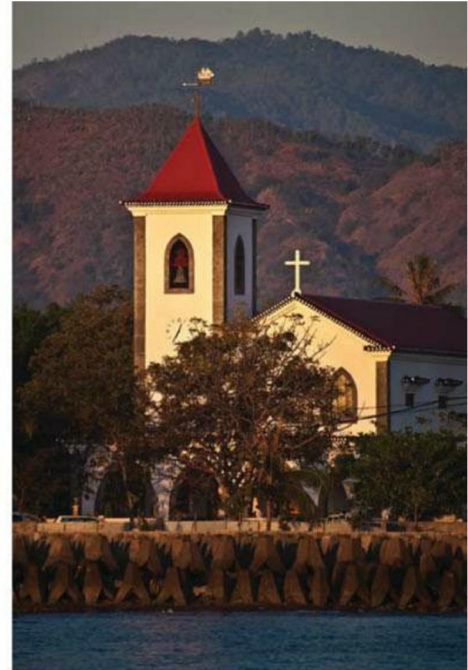
IN HIS LATEST DISPATCH FROM THE GLOBE-ENCIRCLING *GOLDEN COMPASS*, OUR PHOTOJOURNALIST ENJOYS A PRESIDENTIAL WELCOME IN EAST TIMOR, A BEAUTIFUL ISLAND NATION LOOKING TO CLAIM A NEW FUTURE.

TEXT AND PHOTOGRAPHY BY **JIM RAYCROFT**

MARK TWAIN NAILED IT WHEN HE SAID, "Travel is fatal to prejudice, bigotry and narrow mindedness." For those aboard the motor yacht *Golden Compass*, whether it's stepping onto the dock at Marina Hemingway in Havana, Cuba, or wading ashore from the tender in Timor-Leste on the far side of the world, the travels have been life changing.

"*Golden Compass* has enabled us to meet and interact with all types of people from various socioeconomic, cultural, educational, racial and religious backgrounds—from subsistence farmers to heads to states," the owners attest. "It has also provided us the opportunity to experience the beauty and rawness of remote areas where few yachts or even tourists would venture."

The yacht's latest port of call, Timor-Leste (East Timor) is one such remote destination. Setting out from Florida in the fall of 2009, the 151-foot Picchiotti-built yacht *Golden Compass* traveled through the Caribbean, down to South America and up the Amazon River. She crossed the Atlantic, made the rounds in the Med, ventured through the Suez Canal and into the Red Sea, dodged pirates in the Gulf of Aden and cruised the Persian Gulf and the Indian Ocean. By the summer of 2011, she was in Southeast Asia with various stops planned in the Indonesian archipelago. When *Golden Compass* reaches the end of her more than two-year-long circumnavigation, approximately 40,000 nautical miles will have passed under her keel.



When the owners of *Golden Compass* mentioned we'd be putting in at Dili, the capital of Timor-Leste, I was only vaguely aware of this former Portuguese colony. Some quick research reminded me why the name seemed familiar—a bloody revolution had recently taken place there. In fact, the country had been struggling for autonomy since the mid-1970s, when it gained independence from Portugal only to be taken over by Indonesia in a brutal 25-year occupation that left more than 100,000 dead.

While Timor enjoyed a successful vote for independence from Indonesia in 1999, the celebrations were short lived as the Indonesian military and Timorese pro-integration militia pushed back with violence and intimidation. International peacekeeping forces stepped in, and in September 2002, amid national celebrations, Timor-Leste was declared a new country in the United Nations. Continued infighting and rioting prompted the return of U.N. peacekeepers in 2006, and elections in 2007 again brought celebrations to Timor, only to be followed by a failed coup and assassination attempt of President José Ramos-Horta in 2008, leaving him critically injured. Peace has finally found the island, and in 2011 the U.N. handed over control of the police force to Timor-Leste authorities. United Nations police officers still patrol the street; their mission is scheduled to end after the 2012 presidential elections.

In August 2011, Timor-Leste was little more than a political science footnote to me, but soon it would become much more personal. It had taken *Golden Compass* 22 months to reach the small cove off the primitive village of Maumere, tucked away under the trees on the north coast of Flores—one of the more than 18,000 islands that make up Indonesia. It would take me a comparatively short two-and-a-half days via New York, Hong Kong and Bali to reach this spot on the globe where *Golden Compass* waited, riding peacefully at anchor framed against a palm-lined shore that gave way to

verdant green hills and jagged mountains beyond.

With warm greetings from the owners and crew and a welcome drink in hand, I was glad to be back. Returning for my fourth journey aboard *Golden Compass*, I felt a sense of familiarity, and I understood what the owners meant when they said the yacht was akin to a “bubble” that allowed comfort and security while taking them to the farthest-flung spots on the globe.

At dawn, a thick mist flowed down from the hills, defusing the morning light into layers of blue-gray, and the smell of smoke from wood fires ashore hung in the still air. Fishermen repaired nets using seashells for weights and headed out to sea in small outriggers—some built of wood and fiberglass, others simple dugout canoes fashioned from a single tree. The quiet morning faded as the engines came to life and Captain Luis ordered anchors aweigh. It would take 26 hours to reach Timor-Leste. We traveled east, mountains rising ahead then sinking in our wake. We'd arrive at Dili, the “City of Peace,” by the next morning and wait for good light to enter the reef-studded harbor.

A spectacular sunrise of purple, red and gold greeted us over Dili Harbour. The morning mist turned the small fishing and cargo boats anchored inside the reefs into soft, monochromatic silhouettes. The harbor has one commercial dock suitable for small container ships, but no dock for yachts. Other than a couple of old, small cruising sailboats, there were no pleasure boats to be seen. Yachts on a scale of *Golden Compass* are virtually unknown in Timor-Leste.

Several weeks earlier in Singapore, the owners had met an Australian who was very familiar with Timor and had suggested they give serious consideration to a visit. He had followed up with the name and contact information of a friend who worked for President Horta. It proved to be a marvelous connection with the new contact helping to ease port entry

clockwise from top left
The almost 90-foot tall statue of Jesus on Cape Fatucama, overlooking Dili Harbour; Church of Motaél in Dili; the rugged terrain of Atauro Island; business as usual on the beach at Dili Harbour; Timorese children in traditional costume greet President Horta at the Elsa Coffee Plantation near Gleno village; the home of President Horta in Dili; women from the coastal village of Liquiçá prepare to dry fish at the Empreza Diak co-op.

"In our worldwide travels there are some less-traveled areas where we are like de facto ambassadors [for the yachting industry], and many of the people we meet will base their opinions and actions as a result of our chance encounters." – *Golden Compass's* owners





and even arranging a visit by President Horta aboard *Golden Compass* during our first afternoon in port.

As we cruised from Dili Harbour to Atauro Island—20 miles to the north—and back, we enjoyed fascinating conversation with the president, learning about the nation's emergence to independence, the Tour de Timor bicycle race, the Dili Marathon and the Darwin to Dili Yacht Rally. Atauro is an oasis from the rush and crowded streets of Dili. Its 57 square miles are home to 8,000 Timorese and offer trekking, snorkeling, world-class diving and accommodation options that include beachfront thatched huts.

President Horta—a Nobel Peace prize co-winner in 1996 for his work to bring peace to East Timor—has the strong yet engaging personality of an intelligent, effective and caring leader, and so it was with much pleasure that we accepted an invitation to dine with him at his residence in Dili the following evening. He met us at the beach, driving his refurbished 1960s six-wheeled Mini Moke, accompanied by a Jeep and driver to transport us. A gracious and entertaining host, President Horta opened his home and a bottle of 1949 port to *Golden Compass's* owners, guests and crew. He spoke of his country's struggle for independence and his plans to improve the nation's infrastructure and raise the country from war-ravaged poverty through shrewd investments of the funds produced from offshore oil and gas revenue deals he brokered. It's evident Timor-Leste is his passion, and he doesn't miss an opportunity to educate and inform on the subject.

To this end, President Horta invited us to accompany him on his official travels the following day, which would introduce us to this new republic of more than one million people. By 7:30 a.m., we were rolling through Dili in the presidential motorcade, escorted by National Police, U.N. Peacekeepers and armed bodyguards. We didn't finish until 10:30 p.m., traveling from seaside towns to high mountaintop villages. Our

these pages
Being part of the presidential motorcade allowed *Golden Compass's* guests to gain an insight into this developing country's struggles, challenges and triumphs. President Horta arrives in traditional Timorese costume amid great celebration in the village of Hatolia (above). *Golden Compass's* owner, President Horta and photojournalist Jim Raycroft (right).

tour included the fishing village of Liquiçá, a colorful maze of huts and gardens laid out beneath shade trees with fence-lined pathways running to the beach. A fish-drying co-op project is being created here, which when fully operational promises to bring work and revenue to the area.

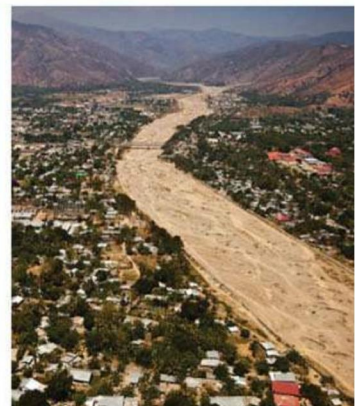
We accompanied the president to a dedication ceremony of the new library in the mountain village of Ermera, greeted by the Ermera Biblioteka project managers and what seemed to be most of the village. Then we climbed farther to the village of Gleno and the Elsa Café coffee plantation, where 60 percent of the crop is headed for Starbucks. Here the President received a ceremonial greeting with music performed by local children dressed in traditional costume and a presentation of Tais. Woven by the local women on simple looms, Tais is a prized item in Timor-Leste; the individual patterns can be traced to particular areas of the country.

The final push of the day took the motorcade higher along some of the most difficult unpaved roads I've ever encountered. The reason Jeeps are the official vehicles of choice here was made obvious as we crawled along thin, deeply rutted dirt tracks, skirting the edges of cliffs, crossing precarious bridges, passing under the occasional huge, fallen tree, all the while climbing higher up the dusty mountain road into the old-growth forests. Hours later, we arrived at the village of Hatolia. This was President Horta's first visit, and the entire town had turned out to welcome him, the street lined with enthusiastic villagers greeting us with cheers, chants, music and dance.

After touring the country by sea and land, we took to the sky the next day—President Horta had arranged a ride for us, a big Bell 212, reminiscent of the Bell UH-1 of the Vietnam era. An Australian Air Force crew stationed in Timor on U.N. duty pilots this one. We lifted off on a strikingly clear day and headed east along the coast. Once past Dili Harbour, there is



Only a fraction of yacht owners are using their vessels in such an exploratory fashion as *Golden Compass's* owners, who see yachting as not only a way to broaden their own perspectives, but also to broaden the world's perspective of yachting.



INDONESIA
Java Sea

TIMOR

Banda Sea

Maluku

Arafura Sea

PAPUA
NEW GUINEA

AUSTRALIA

Banda Sea

Savu Sea

Pante Makasar

Liquica

Palau Atauro

Dili

Baucau

Manatuto

Viqueque

Suai

Palau Jaco

INDONESIA

Timor Sea

fact file

TIME ZONE: UTC +9**LANGUAGE:** Tetum and Portuguese; Indonesian and English are also spoken.**NAME:** Formally the Democratic Republic of Timor-Leste, shorthand Timor-Leste, Timór Lorosa'e in Tetum**CAPITAL:** Dili**CURRENCY:** U.S. dollar**POPULATION:** 1,177,834**AREA:** 5,743 square miles, slightly larger than Connecticut**AIRPORT:** Presidente Nicolau Lobato International Airport in Dili, Timor-Leste. Merpati Airlines flies seven times per week from Denpasar, Bali, to Dili. Air North flies two to three times a day from Darwin, Australia, to Dili.**ENTRY REQUIREMENTS:** Apply for visa upon arrival at the international airport in

Dili or at the Port of Dili. The fee is \$30 and grants a single-entry stay for up to 30 days.

Those who wish to stay longer (up to 90 days) or seek multiple-entry privileges may apply online in advance of arrival. All travelers must hold a valid passport with an expiration date no less than six months from the date of entry and hold a return or onward ticket or show ability to fund departure.

WHEN TO GO: Timor-Leste has a tropical monsoon climate—hot and humid with distinct rainy and dry seasons, monsoons from December to March and dry weather from July to November. Cooler weather can be found in the mountains. Avoid monsoon season and visit during the Northern Hemisphere summer and fall.**TOURISM:** gov.east-timor.org**USEFUL WEBSITES:**Discover East Timor: www.discoverdili.comTour de Timor: www.tourdetimor.comDili Marathon: www.dilimarathon.comCorn Fishing Festival: www.cornfishingfestival.comDive Timor Lorosae: www.divetimor.com**CHARTER INQUIRIES:**International Yacht Collection
Tel: (954) 522-2323Email: charter@iyc.com
www.iyc.com**GOLDEN COMPASS IN:**The Maldives – “Miles from Nowhere,” *SBI* May 2011The Amazon – “A Golden Opportunity,” *SBI* June 2010Cuba – “Golden Odyssey,” *SBI* March 2010

little development to be seen other than the construction towers that will carry power to the outer reaches as the nation gets back on its feet.

Timor-Leste has a rugged beauty, from its coastline—a mix of beaches and rocky cliffs—to its mountains, topping off at 9,721 feet above sea level at the summit of Foho Tatamailau (also called Mt. Ramelau) near the village of Hatu-Builico. On a clear day, the intrepid hiker is rewarded with a view of both coasts from this peak. From the air, we spot Jaco Island, an uninhabited three-square-mile jewel set off the eastern shore. Still considered a sacred place by the Timorese, overnight visitation is not permitted, but you can tender to shore and immerse yourself in the stunning natural beauty and peace and quiet of Tutuala Beach. On any given day you might have the island all to yourself.

Our last evening in Timor-Leste, we attended a reception at the Indonesian Embassy as guests of President Horta where local musicians and dancers performed and an abundance of local dishes were

served. The owners of *Golden Compass* were appreciative of the reception they received in Timor and the opportunity for an insider's view into this emerging nation.

“These opportunities [found traveling aboard *Golden Compass*] have broadened our perspective and given us a keener insight on the challenges faced, especially by developing countries like Timor-Leste,” say the owners. “Because of our visit and the time we had with the President, we see ourselves finding new and better ways to help this country meet their challenges. The President and the experiences he shared with us have proven that he and the Timorese [are] the best ambassadors for their country.”

To venture from our shores is to become a “de facto ambassador” for yachting, and it's an experience and opportunity that I hope will be embraced and enjoyed by more and more yacht owners, their families and their guests. ■

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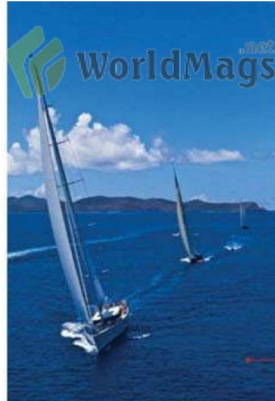
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EVENT RECAP

SHOWBOATS DESIGN
AWARDS
PALM BEACH, FLORIDA
PAGE 122

events

DECEMBER

1-4

Ocean Reef Club Vintage Weekend
Ocean Reef Club, Key Largo, Florida

1-17

Spotlight St. Maarten
St. Maarten, W.I.

3-11

Paris Boat Show
Paris, France

16-18

Asia Superyacht Rendezvous
Phuket, Thailand

JANUARY

6-15

London International Boat Show
London, U.K.

16-20

Quantum Key West Race Week 2012
Key West, Florida

20

**The Cavallino Classic - ShowBoats
International Yacht Hop**
West Palm Beach, Florida

21-29

Düsseldorf Boat Show
Düsseldorf, Germany

22-28

Rolex Miami Olympic Class Regatta
Miami, Florida

25-29

43rd Spice Island Billfish Tournament
Grenada, W.I.

FEBRUARY

3-4

**Viking/Princess Yachts VIP
Boat Show Preview**
Riviera Beach, Florida

16-20

**Miami International Boat Show and
the Yacht & Brokerage Show**
Miami Beach, Florida

MARCH

13-17

Dubai International Boat Show
Dubai, U.A.E.

14-17

**Caribbean Superyacht Regatta
& Rendezvous**

Virgin Gorda, B.V.I.

Both sailing and motor superyachts flock to the B.V.I. for racing action and fabulous downtime fun. See page 135

22-25

St. Barths Bucket
St. Barths, F.W.I.

22-25

Palm Beach International Boat Show
West Palm Beach, Florida

APRIL

2-7

Les Voiles de Saint Barth
St. Barths, F.W.I.

12-15

Antibes Yacht Show
Antibes, France

19-22

China International Boat Show
Shanghai, China

19-24

Antigua Classic Yacht Regatta
Antigua, W.I.

27-29

Singapore Yacht Show
Sentosa Cove, Singapore

MAY

5 EDITORS' PICK

World Superyacht Awards
Istanbul, Turkey

The prestigious 7th annual World Superyacht Awards will be celebrated in a new location. See page 134

26-29

Monaco Grand Prix
Monte-Carlo, Monaco

submit your event to risa.merl@showboats.com



And the Winner Is...

ShowBoats Design Awards, October 25, 2011

TEXT BY **RISA MERL** PHOTOGRAPHY BY **MARK SIMS / JEFF BROWN, SUPERYACHT MEDIA**

IT'S AN AMAZING NIGHT," said Mark Smith of Michael Leach Design at the conclusion of the ShowBoats Design Awards as four gleaming, golden Neptune trophies that his team earned for *Palladium* stood before him. "We're really happy that the yacht has been recognized for what it is, which is a lot of dedication."

On October 25, the winners of the 2011 ShowBoats Design Awards were revealed during an unforgettable celebration attended by superyacht owners and the best and brightest creative minds in the yachting industry. Guests enjoyed the ocean breeze, cocktails, canapés and conversation on the patio

of the stunning Mar-a-Lago Club in Palm Beach, Florida, before entering the grand ballroom for the main event. Local news reporter Johanna Gomez presided over the ceremony that saw 20 awards bestowed upon the design talent responsible for 2010's top launches.

The 312-foot Blohm+Voss-built *Palladium* was the standout winner, defeating worthy competitors in nearly every category it was nominated in. "It's a credit to the team behind the project," Smith said, "which is everyone at Michael Leach Design and also the tender builders, furniture makers and the shipyard." (Silverlining received five of the six nominations in the Bespoke Furni-



Each yacht is a magnificent vessel in its own right, with outstanding qualities that make it special in the eyes of its owner. The ShowBoats Design Awards celebrate the creativity behind the builds.



ture Award category, four of which were pieces aboard *Palladium*.)

Also sweeping multiple categories was Dubois Naval Architects, which claimed three Neptunes—two for *Twizzle*, the 189-foot Royal Huisman, and one for *Kokomo*, the 192-foot Alloy Yachts. The 163-foot Fitzroy Yachts *Zefira* also caught the judges' attention; she garnered two awards for her owner, builder and her designer, Rémi Tessier.

The ShowBoats Design Awards also recognized new talent with the Young Designer of the Year Award, sponsored by Camper & Nicholson's International, awarded to Michael Givens. The Newcomer of the Year Award went to Rodney Black Design, who was not only recognized by his foray into yacht design with the interior design of the 223-foot Feadship *Lady Christine*, but the judges were so impressed that he and *Lady Christine* also won the Interior Layout Award for Motor Yachts.

When asked how he felt to win both as a newcomer and in his category, Black said, "Really thrilled. *Lady Christine* was a very

special build, and I thought she deserved to win, so I'm relieved and delighted."

This feeling seemed to be shared by other winners, including Gregory C. Marshall of his eponymous design studio, who took the Naval Architecture Award for Motor Yachts for the 148-foot *Big Fish*. "You put your heart and soul into this project, it's like your kids," said Marshall. "Then you come here and everything gets judged—it makes you sick to your stomach waiting! And when it wins, you realize all that effort you put in paid off."

See the following pages for full coverage of all 20 winners, and for information on the awards, venue and sponsors, visit www.showboatsdesignawards.com.

clockwise from top left
Steve Curtis of Cougar Marine and Mark Smith of Michael Leach Design with Kate Lardy, *ShowBoats* editor; The Mar-a-Lago Club; Bob and Lesley Visser Kanuth with Nicole and Herbert Wertheim; Alice Huisman of Royal Huisman and Justin Redman of Redman Whiteley Dixon; Ed and Marie Bosarge.



INTERIOR DESIGN AWARD — DISPLACEMENT MOTOR YACHTS 200 FEET +

PALLADIUM	LENGTH	BUILDER	INTERIOR DESIGNER
	312' (95.1m)	Blohm + Voss	Michael Leach Design

Palladium was nearly unanimously determined the winner in this class, trailed closely by *Lady Christine*, the 223-foot Feadship – Royal Van Lent, and *Sycara V*, the 224-foot Nobiskrug. Amazingly, *Palladium*'s designer, Michael Leach, had no direction whatsoever from his client but knew his needs well enough from an earlier project to create this larger yacht to cater to them. The judges were impressed by the original thinking and high degree of ergonomic design in the accommodations, constructed by Metrica Interior.

FINALISTS: BATON ROUGE, CAKEWALK, LADY CHRISTINE, SYCARA V



INTERIOR DESIGN AWARD — DISPLACEMENT MOTOR YACHTS 100-199 FEET

KAHALANI	LENGTH	BUILDER	INTERIOR DESIGNER
	180' 7" (55.1m)	Feadship – Kon. De Vries	Rémi Tessier

The need to make tough decisions is a defining characteristic of these awards, and this class was perhaps one of the more challenging in this respect. Individually, the judges awarded their top mark to four of the seven finalists, and in the last analysis these yachts soared clear. The totals of the marks awarded were also close, but *Kahalani* was ultimately declared the winner. Her well-balanced interior was created by Rémi Tessier, who said the design was a mix of simplicity and extreme sophistication that reflected the owner's personality. The elements of simplicity are expressed in the strong architectural lines and the natural texture of the component materials, which include brushed spruce, bleached sycamore, statuary-quality Carrara marble and off-white leather. Sophistication is introduced in the high quality of the detailing and the use of backlit onyx, high-gloss ebony, bronze, highly polished stainless steel and palladium, all of which exude quality and elegance.

FINALISTS: BARAKA, EXUMA, ILLUSION, LAMMOUCHE, MIA ELISE, SKY



INTERIOR DESIGN AWARD — SEMI-DISPLACEMENT YACHTS

NOOR	LENGTH	BUILDER	INTERIOR DESIGNER
	122' (37.4m)	Bilgin Yachts	Hot Lab Yacht & Design

Modernity was the dominating theme of this class, with just two of the six finalists tending towards the traditional. The elegant interior of the 122-foot *Noor*, built by Bilgin Yachts in Istanbul, Turkey, with an interior by Milan-based Hot Lab Yacht & Design, was the judges' focus among the modern designs, while the more traditionally inspired interior found in *Calliope* also attracted a lot of interest. Ultimately, the secret ballot gave *Noor* the edge, a result that was no doubt influenced by her simple, modern elegance enhanced by excellent detailing and developed in close consultation with her owner. The interior makes use of a wide variety of materials and finishes, dominant among them a gray-tinted oak veneer that, with the exception of the main salon, creates a warm ambiance throughout the yacht. In the salon, the main veneer is a dark-tinted ebony, which, in combination with lacquered panels, high-quality leather-upholstered furnishings and braided leather and fabric elements, creates a masculine space.

FINALISTS: BOARDWALK, CALLIOPE, MANIFIQ, PERLE NOIRE, VELLMARİ



INTERIOR DESIGN AWARD — SAILING YACHTS

TWIZZLE	LENGTH	BUILDER	INTERIOR DESIGNER
	188' 8" (57.5m)	Royal Huisman	Redman Whiteley Dixon/Todhunter Earle

In this category, the judges were primarily focused on the 163-foot *Zefira*, built by Fitzroy Yachts with an interior by Rémi Tessier, and the 189-foot *Twizzle*, built by Royal Huisman with an interior by Redman Whiteley Dixon working with Todhunter Earle. The jury's discussions were lengthy and detailed and, as expected, after the votes were counted it proved to be a particularly close contest with both of these yachts well clear of the field, but with *Twizzle* finally emerging as the winner. *Twizzle* is the second winning yacht created by this design team for the same owners. The collaboration involved a great deal of owner input and challenged preconceptions, resulting in an innovative layout and clean architectural design with long internal sightlines and a palette of pale colors contrasted with chocolate-toned lacquers.

FINALISTS: KOKOMO, LADY B, MARIE, PANTHALASSA, ZEFIRA



EXTERIOR DESIGN & STYLING AWARD — DISPLACEMENT MOTOR YACHTS 200 FEET+

PALLADIUM	LENGTH	BUILDER	EXTERIOR STYLIST
	312' (95.1m)	Blohm + Voss	Michael Leach Design

The jury's search for the most visually inspiring and practical vessel with deck spaces that fulfill the owner's needs led them to *Palladium*. Her attractive exterior lines include a vertical bank of windows extending over multiple decks to maximize interior light; wide side decks made possible by "hull bulges;" sizeable upper-deck balconies; and walkways to monitor anchor deployment and recovery, as well as to view wildlife. The judges felt that the combination of these features with the timeless design of this vessel made her a worthy winner.

FINALISTS: AZTECA, CAKEWALK, FAMILY DAY, LUNA, RADIANT



EXTERIOR DESIGN & STYLING AWARD — DISPLACEMENT MOTOR YACHTS 100-199 FEET+

EXUMA	LENGTH	BUILDER	EXTERIOR STYLIST
	164' (50m)	Picchiotti – Perini Navi Group	Vitruvius Ltd

The first in a series of vessels bearing the "Vitruvius" brand designed by the French naval architect Philippe Briand, the 164-foot *Exuma* was built by Picchiotti—a historic name revived by sailboat builder Perini Navi—for fuel-efficient, long-range cruising. The judges admired her elegant, streamlined appearance and the modest size of her superstructure, which they felt was distinguished by the convex windows. These prevent internal reflection while providing panoramic vistas. Also applauded was the manner in which the designers had fulfilled the owner's wish for a variety of tenders, including a hovercraft and an amphibious car, to be stored below decks. The yacht has no sun deck, at the request of the owner, but deck space is nevertheless large thanks to the huge teak-laid foredeck, two spacious aft decks and the swim platform that folds down from the transom.

FINALISTS: BARAKA, BIG FISH, CIELO MARE, LAMMOUCHE, SKY



EXTERIOR DESIGN & STYLING AWARD — SEMI-DISPLACEMENT MOTOR YACHTS

CALLIOPE	LENGTH	BUILDER	EXTERIOR STYLIST
	138' 8" (42.3m)	Holland Jachtbouw	Langan Design Associates

This class developed into a hot contest between two very differently styled yachts. One, the 138-foot *Calliope*, drawn by Langan Design of Newport, Rhode Island, and built by Holland Jachtbouw, represented the classical end of the styling range, while the other, the 128-foot *Vellmari*, styled by Enrico Gobbi's Venice-based Team for Design and built by Dominator Yachts/Rossinavi, flew the flag for streamlined sports boats. Ultimately, the judges were almost unanimous in their selection of *Calliope* as the winner. Described by her designer as a "gentleman's yacht," *Calliope* is a tri-deck vessel with a masculine profile and a strong New England flavor to her appearance. The judges were not only impressed by her looks but also by her extensive deck spaces. Her award is a fitting epitaph to Bill Langan, who sadly passed away just after her completion.

FINALISTS: BLUE FORCE ONE, MANIFIQ, MI SUEÑO, PERLE NOIRE, VELLMARI



EXTERIOR DESIGN & STYLING AWARD — SAILING YACHTS

ZEFIRA	LENGTH	BUILDER	EXTERIOR STYLIST
	163' (49.7m)	Fitzroy Yachts	Dubois Naval Architects

This class was recognized by the jury as having an entry of particularly high standards. Four of the six entries were sloops and two were ketches, one of which was a flybridge ketch. *Zefira*, designed and built with the prime purpose of transoceanic cruising, emerged the winner with the jury particularly liking her clean lines and on-deck facilities. These offer a slightly sunken guest cockpit next to the deckhouse, aft of which are a pair of helmstations with excellent panoramic visibility. The jury also applauded that the yacht's styling allows for optimum exterior visibility from the salon and pilothouse.

FINALISTS: IMAGINE, MARIE, LADY B, NILAYA, TWIZZLE

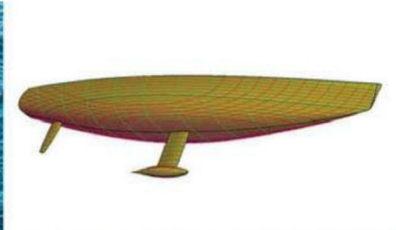


NAVAL ARCHITECTURE AWARD — MOTOR YACHTS

BIG FISH	LENGTH	BUILDER	NAVAL ARCHITECT
	147' 8" (45m)	Aquos Yachts at McMullen & Wing	Gregory C. Marshall Naval Architects

The naval architecture awards are judged by a specialist sub-committee, chaired by the distinguished naval architect Hugh Welbourn, as the jury does not have sufficient technical knowledge. The judges reserve the right to keep the actual procedure confidential so that the figures provided to them are not massaged in any way, but the hull dimensions, lines, engine size and fuel consumption figures were thoroughly analyzed. Following this, it was clear that among the eight finalists *Big Fish*, designed for Aquos Yachts by Greg Marshall, and *Radiant*, whose naval architecture was carried out by her builder, Lürssen Yachts, had the most refined hull forms, while *Big Fish* also provided an exceptionally long range at a very reasonable cruising speed for a yacht of her size. These conclusions were presented to the main jury, and on the basis that the performance of *Big Fish* exactly matched her mission profile, she was declared the winner. *Radiant* received a Judges' Commendation.

FINALISTS: BARAKA, BOUNDLESS, CALLIOPE, KAHALANI, RADIANT, SOLEMATES, SYCARA V



NAVAL ARCHITECTURE AWARD — SAILING YACHTS

KOKOMO	LENGTH	BUILDER	NAVAL ARCHITECT
	191' 7" (58.4m)	Alloy Yachts	Dubois Naval Architects

The sub-committee reported that determining the winner was a difficult process, as it was clear that all of the entrants had highly developed hull forms. After close analysis, it was clear that the naval architecture of the 192-foot sloop *Kokomo*, by Alloy Yachts in New Zealand with naval architecture by Dubois Naval Architects, stood out from the other entrants. As the third-largest build of the same name for the same owner, she was distinguished not only for her clean hull lines but also for her lifting-keel system—a first for Dubois Naval Architects—which made a significant contribution to her excellent sailing performance. This finding was presented to the main jury, who confirmed it and declared the stylish and capable *Kokomo* the winner.

FINALISTS: CLEAR EYES, IMAGINE, IPHARRA, LADY B, LIONHEART



INTERIOR LAYOUT AWARD — MOTOR YACHTS

LADY CHRISTINE	LENGTH	BUILDER	INTERIOR DESIGNER
	223' 1" (68m)	Feadship – Royal Van Lent	Rodney Black Design

This category was judged by a specialist sub-committee chaired by Evan Marshall. *Lady Christine*'s interior layout sets her apart, one significant factor being her efficient vertical movement resulting from the lack of long corridors for moving fore and aft. In part this is achieved by placing the lower deck guest staterooms aft of the engine room with their own separate stairs. Crew vertical movement was another feature identified as being very efficient. In addition, the judges felt that the yacht offered some unique and interesting interior spaces and that the concentration of all vertically oriented technical services in one central stack was particularly praiseworthy.

FINALISTS: BATON ROUGE, BIG FISH, MIRGAB VI, NOOR, PALLADIUM



INTERIOR LAYOUT AWARD — SAILING YACHTS

LIONHEART	LENGTH	BUILDER	INTERIOR DESIGNER
	143' 4" (43.7m)	Claasen Jachtbouw	Hoek Design Naval Architects

The verdict on *Lionheart* was that she has a beautiful interpretation of a J-Class sailing yacht interior. The sub-committee praised the successful conversion of traditionally small deckhouses into comfortable lounging and observation spaces. The result is that when the lower deck salon and dining area are taken into account, the interior offers three distinct social spaces in a quite small volume. The judges also admired how the aft deckhouse essentially creates an on-deck extension to the master stateroom while providing double access to this area. This is a particularly attractive feature as it removes the necessity for the owner to walk some distance forward and then aft to enter the stateroom. The judges also noted that within the confines of a typically narrow J-Class hull, the designer had created two agreeable and essentially equally sized twin guest staterooms in addition to the master and a smaller bunk guest cabin. Finally, the crew layout, while compact, was praised for offering comfortable accommodations.

FINALISTS: IPHARRA, KOKOMO, NILAYA



CREW & SERVICE AREAS AWARD

ZEFIRA	LENGTH	BUILDER	INTERIOR DESIGNER
	163' (49.7m)	Fitzroy Yachts	Owner, Rémi Tessier & Fitzroy Yachts

Because of its technical content, this category was judged by a sub-committee, chaired by Captain Dan Jackson. The finalists were examined in relation to several aspects of the design, including the volume of the crew area, the galley design, the flow and functionality of service areas, the level of crew comfort and the visual impact of all areas. *Zefira* won out with her extremely spacious galley and the way in which her design team made excellent use of all available space. The size of her crew area relative to her length was also noted.

FINALISTS: AZTECA, LAMMOUCHE

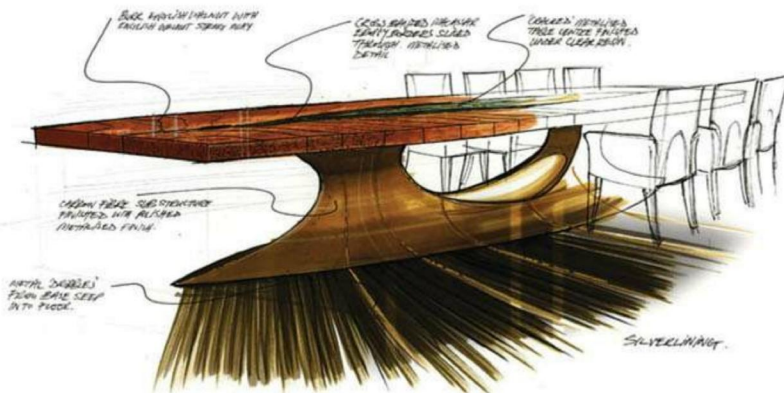


RECREATIONAL AREA FOR GUEST USE AWARD

TWIZZLE	LENGTH	BUILDER	INTERIOR DESIGNER	AREA
	188' 8" (57.5m)	Royal Huisman	Redman Whiteley Dixon / Todhunter Earle	Main salon

During discussions it was clear that the three leading contenders for this category were *Lady Christine* for her bar and dining room with two opening balconies; *Twizzle* for her main salon and main deck guest cockpit; and *Roxane* for her midships lounge and sunbathing area. When the votes were counted *Twizzle*, the 189-footer designed by Redman Whiteley Dixon and built in Holland by Royal Huisman, won by a narrow margin, impressing the judges by the design process that integrated her technical and decorative aspects. Also impressive was the detail of the design that created attractively unified forms externally and internally, while interior and exterior finishes were also matched. The result is a harmonious, multifunctional area.

FINALISTS: CINQUE, LADY CHRISTINE, MI SUEÑO, RED PEARL, ROXANE



BESPOKE FURNITURE AWARD

PALLADIUM	LENGTH	FURNITURE DESIGNER	FURNITURE BUILDER	ITEM
	312' (95.1m)	Michael Leach Design	Silverlining	Upper deck dining table

Six entries were received for this award, four from Michael Leach Design for furniture on *Palladium*, one from Rémi Tessier for a sofa in *Zefira*'s main salon and one from Redman Whiteley Dixon for a dining/games table on *Baton Rouge*. Amazingly, five of the six entries were made by Silverlining in England. It was not just the preponderance of Leach's entries that brought him to the judges' notice but also the innovation, practicality and excellent construction of his designs.

The winner was the dining table installed in the upper dining salon on *Palladium*. Measuring 19 feet 8 inches long and 5 feet 10 inches at its widest point, it was made from European walnut burr, macassar ebony, a lightweight honeycomb sandwich core and structural carbon fiber sprayed with a metal finish. As an example of the work invested in its high-tech tabletop, F1 racing car design engineers were asked to check that no harmonic resonances would occur due to the cantilevered design. The table also can be used for conferences as it has LAN and power connections.

FINALISTS: BATON ROUGE'S GAMES TABLE, PALLADIUM'S BAR, PALLADIUM'S COFFEE TABLE, PALLADIUM'S DINING CABINET, ZEFIRA'S SOFA

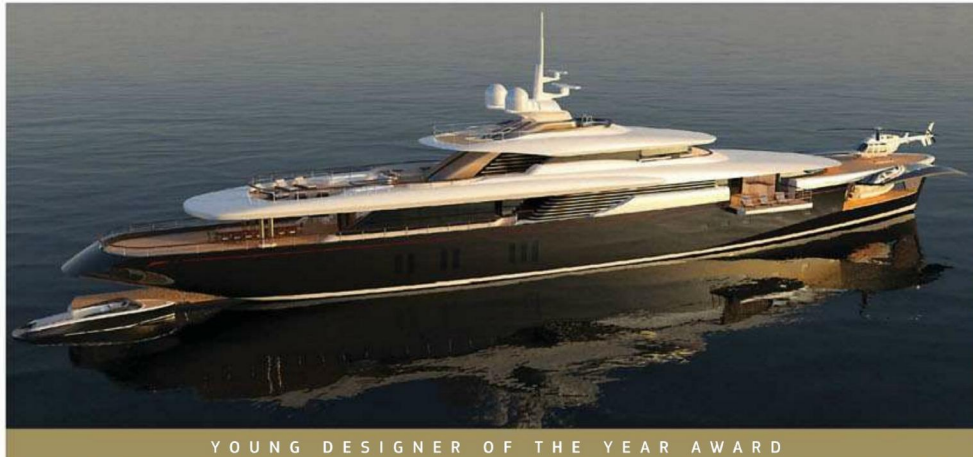


TENDER DESIGN AWARD

T/T PALLADIUM	BUILDER	DESIGNER
	Cougar Marine	Michael Leach Design

The specialist task of judging tender design was carried out by a sub-committee chaired by the internationally respected naval architect Ron Holland. The particularly high quality of the entries was applauded, but of the seven finalists, it was the designs of the tenders to *Palladium* and *Seven Seas* that particularly impressed. Both designs were presented to the main jury, who selected the *Palladium* tender as the overall winner, largely owing to the quality, design and finish of its interior, but also because its exterior matched the styling of the mothership. With a the top speed of 40 knots, the tender seats 12 in comfort in an enclosed cabin upholstered with waterproof leather. With both fore and aft boarding abilities, guests can be collected directly off the beach. Other features include pop-up navigation lights, custom cleats and machined fairleads to ensure continuity of styling.

FINALISTS: FAKARAVA T/T PACIFIC, LIMO T/T SEVEN SEAS, TRIPLE RIPPLE, T/T ADÈLE, T/T AIR, T/T RAHAL



YOUNG DESIGNER OF THE YEAR AWARD

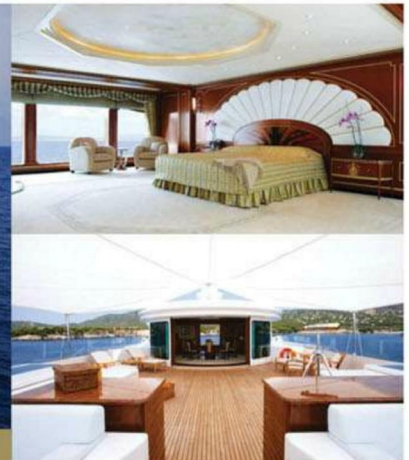
MICHAEL GIVENS

PROJECT

KT

This year, the Young Designer of the Year competition saw a radical change in direction. Rather than contestants submitting any design of their choice, they were given a realistic design task, the completion of which would give them good practice for a career in yacht design while also creating a worthwhile entry for their portfolio. Realism rather than science fiction was the name of the game, and this new style of competition drew 30 entries from 20 different countries all over the world. The Jury felt five of the submitted solutions were of particularly high quality. A good deal of discussion narrowed the final down to two entries, those from Nick Mezas and Michael Givens. Both designs demonstrated a clear understanding of the problem as well as a good knowledge of the needs of an owner and his crew, while wrapping these in an attractive exterior package, but in the end it was the efficiency of the Michael Givens design that led to his entry being declared the winner.

FINALISTS: BILL COXON & ADAM KOOLMAN, JORGE JABOR PINHEIRO, MISHA MERZLIAKOV, NICK MEZAS



NEWCOMER OF THE YEAR AWARD

RODNEY BLACK DESIGN

PROJECT

For the interior design of *Lady Christine*

In deciding the Newcomer of the Year Award, which is open to any company or individual that has seen both the delivery of their first qualifying design this year and its nomination for a ShowBoats Design Award, the judges considered entries for their design and functionality in relation to the experience of the entrant. The designs of the five finalists were reviewed, and in a secret ballot it was a resounding win for Rodney Black Design for the interior of *Lady Christine*, the 223-foot Feadship. Black, who established his own studio in Colchester, England, in 2006, designed and decorated the yacht's five decks under very short time constraints. Black and his team sourced unique artisans and adapted many of the freestanding items of furniture, light fittings, curtains and carpets. This highly detailed interior was considered an outstanding work of design by a newly established company.

FINALISTS: CMB YACHTS, GABRIEL BERNARDI, LUXURY PROJECTS, MOJO STUMER



ENVIRONMENTAL PROTECTION AWARD

EXUMA	LENGTH	BUILDER	EXTERIOR STYLIST	NAVAL ARCHITECT
	164' (50m)	Picchiotti – Perini Navi Group	Vitruvius Ltd	Philippe Briand

The Environmental Protection Award is sponsored by RINA, the first classification society to encourage designers and yacht owners to minimize noxious emissions of all types from their yachts. The award is open to all yachts and is judged by a panel of Boat International Media's senior editors with the assistance of expert advisors. It is presented to the yacht whose owner and designers have invested in equipment, design solutions and operational procedures that provide environmental performance beyond that made mandatory by international legislation. The judges considered that the extremely efficient hull design created for *Exuma* by naval architect Philippe Briand provides an efficient cruising speed of 12 knots, consuming just 30.9 gallons per hour (2.6 gallons per nautical mile) using 23 percent of the vessel's installed power. *Exuma* also performed better than mandatory requirements in areas that included air pollution with ozone-depleting substances, sewage and oily water discharge prevention.



DESIGN & TECHNOLOGY AWARD

BILL JOY/
ROYAL HUISMAN

PRODUCT

For the research and development leading to the hybrid propulsion and energy conservation systems on *Ethereal*

The judges of this award, presented to the designer or manufacturer of the most innovative item of technical equipment first installed aboard a qualifying superyacht within the last two years, were impressed by the painstaking studies instigated by Bill and Shannon Joy to ensure that their sailing yacht, *Ethereal*, built by Royal Huisman Shipyard and launched in 2009, was as environmentally friendly as possible. A think-tank at the yard attended by leading specialists in progressive technologies established that many sustainable improvements in energy efficiency and versatility were possible, and after further studies they were incorporated in *Ethereal's* design. Her systems are so efficient that the 150kW of generating power usually required for a yacht of this size and complexity can be reduced to just 90kW. Normally, this award is presented for a single item of technology, but the judges felt that it should go to Bill Joy himself for initiating the research and development into the technology that created his yacht's systems.

FINALISTS: OWEN CLARKE DESIGN, STONE DECKING SYSTEMS



World Superyacht Awards

The most prestigious prize giving in the superyacht industry moves east.

WE ARE DELIGHTED TO ANNOUNCE that the seventh annual World Superyacht Awards will take place in the magical city of Istanbul, Turkey, at the luxurious Çırağan Palace Kempinski on May 5, 2012.

This beautiful city is surrounded by water: the narrow straight of the Bosphorus and the serene sea of Marmara separating Europe from Asia. Istanbul has a foot in each continent, celebrating the best of both heritages. Known as Byzantium, Constantinople and finally Istanbul, the city has been the capital of three empires, each leaving their mark in the form of palaces, castles, mosques, churches and monuments. The legacy of its rich and fascinating history can be seen at every turn in the modern city.

Located on the shores of the Bosphorus, overlooking the ancient city, the Çırağan Palace Kempinski offers spectacular views and the ageless glamour of a genuine Ottoman palace. The five-star resort, crowned by excellent Kempinski service, is also the first Turkish member of The Leading Hotels of the World. Its 313 rooms include 20 suites in the hotel and 11 suites in the historical palace and reflect a harmonious blend of old and new, with every modern

convenience for both the leisure and the business traveler.

The World Superyacht Awards relocates to Istanbul with the generous support of our two gold sponsors, Proteksan-Turquoise and RMK Marine.

TABLE APPLICATIONS

Table applications to attend the gala evening at Çırağan Palace Kempinski are now open. Availability is limited, and we encourage early applications to secure your table at this exclusive event.

To make your nominations, to submit your table applications or for sponsorship enquiries, please visit the event website, www.worldsuperyachtawards.com. ■

For more information, contact Holly Lunn, Events and Marketing Executive: tel: +44 (0) 208 545 9336, email: holly.lunn@boatinternationalmedia.com; or Roger Lean-Vercoe, Chairman of the Judges: tel: +44 (0) 1752 881 435, email: roger.lean-vercoe@boatinternationalmedia.com.

The Caribbean Superyacht Regatta & Rendezvous

Superyachts to set sail for the B.V.I.



EIGHTEEN OF THE WORLD'S fastest and finest sailing and motor superyachts have already registered interest for the 2012 Caribbean Superyacht Regatta & Rendezvous, which brings together owners and their families and friends for an unforgettable four days of racing and fun in the British Virgin Islands (B.V.I.) March 14-17, 2012. Boat International Media and Yacht Club Costa Smeralda (YCCS) are partnering once again for the second edition of this event, based at the new YCCS Virgin Gorda Superyacht Marina and Yacht Club (YCCSVG) in North Sound. Developed by Victor International, YCCSVG is linked to the new Oil Nut Bay Luxury Resort Community and Beach Club as well as Biras Creek Resort, a Relais & Chateau property.

"The first edition of the Regatta and Rendezvous was a terrific experience for all involved and the second is set to be even better," says Riccardo Bonadeo, YCCS commodore. "We cannot wait to see these stunning yachts line up along our marina and to show off our beautiful new clubhouse in Virgin Gorda to all the owners and crew."

The Caribbean Superyacht Regatta & Rendezvous welcomes mono-hull sailing and motor yachts with a length overall of 80 feet or longer and catamarans with a length overall of more than 60 feet. Sailing yacht owners will experience three days of racing in the prime sailing conditions of the B.V.I., expertly organized by the international race committee of the Yacht Club Costa Smeralda under the IRC rating system. There will be a fleet start for the racing division and a pursuit start for the cruising division. Divisions and classes may be adapted to accommodate the diversity of the fleet.

Motor yacht owners are invited to follow the racing and enjoy the spectacle of the sailing fleet. A daytime program encourages owners and guests to use their yachts and toys to the maximum. On-the-water entertainment includes a cruise in company, a tender-based treasure hunt and chef and cocktail competitions.

As the sun sets each day over Virgin Gorda, guests will come together to enjoy a first-class social program for which Boat International Media is renowned. The Caribbean Superyacht Regatta & Rendezvous will

start off in true yachting tradition with a Welcome Cocktail and Yacht Hop. In the evenings to follow, guests will attend elegant cocktail receptions, an exclusive gala dinner at the YCCS and a beach party finale extravaganza. A range of children's activities also will be offered, and families are encouraged to attend.

Yachts that have registered interest in attending the event include:

SAILING YACHTS

BLISS 120' Yachting Developments
GANESHA 128' Fitzroy Yachts
INDIO 100' Wally Yachts
MARIE 179' Vitters Shipyard
MOONBIRD 122' Fitzroy Yachts
P2 125' Perini Navi
RANGER 136' Danish Yacht
RAVENOUS II 82' Oyster Marine
SALPERTON 174' Fitzroy Yachts
SAUDADE 148' Wally Yachts
TWIZZLE 189' Royal Huisman
UNFURLED 112' Royal Huisman
ZEPIRA 163' Fitzroy Yachts

MOTOR YACHTS

CHANTICLEER 110' Burger
MARAMA 124' Delta
MIGRATION 86' Hatteras
RESOLUTE 130' Westport
STELLAR 130' Westport

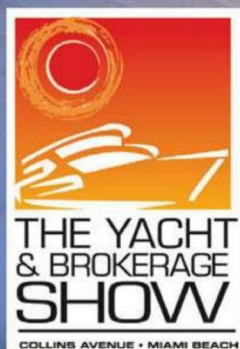
For more information on attending or sponsoring the Caribbean Superyacht Regatta & Rendezvous, contact Alexis Davis, Events Executive: tel: +44 (0) 208 545 9334, cell phone: +44 (0) 7971 438 671, email: alexis.davis@boatinternationalmedia.com. www.superyachtregattaandrendezvous.com

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If You Can't Take the Heat

An owner's guide to the fundamentals of fire safety

TEXT BY KELLY SANFORD

I F YOU WERE TO TAKE a group of experienced yacht captains and ask them what worries them the most when they go to sea, weather might make the list, electronic or mechanical failures could be a concern, piracy might be another, but overwhelmingly, what worries captains most when they leave the safety of port is what would happen if there were a fire on board.

WAITING FOR SUPERMAN

Major fires aboard yachts seldom end well, even if the fire occurs at or near port. Because of the complex nature of a vessel fire and extreme variables like thousands of gallons of fuel, structural plastics that become extraordinarily toxic when on fire and complicated layouts that include multiple confined spaces, boat fires are classified among the most dangerous fires to fight. For this reason, many fire departments will not board a vessel to fight a fire unless there is an imminent life safety risk. Even the United States Coast Guard has a strict policy against crewmen boarding another vessel in order to fight a fire that does not involve an immediate risk to life. The most realistic expectation in the event of a fire is that responders will address any life safety risk and then

attempt to contain the fire to the afflicted vessel and assist in protecting the environment; heroic efforts to protect property losses are not typical.

ACCURATE PREPARATION

Mitigating losses means your crew needs to react quickly and accurately to keep fire from spreading and becoming a threat to the safety of those aboard. Although most crew will complete Standards of Training, Certification and Watchkeeping (STCW)

Basic Safety Training, which includes a full day of firefighting training, it is a dangerous misconception to believe that this is all the training your crew will need.

Todd Kollar, the STCW Fire Training Specialist for the State of Alaska, says, "To meet the requirements for STCW, it is possible to complete your fire training in a single day. Up here in Alaska, where just about

**Ask yourself if you were roused
from sleep, blindfolded and denied
access to the main staircase, could you
find your way to an alternate escape
from your cabin?
Could your children?**

everywhere is 'remote,' in addition to Basic Safety Training, I spend three full days on fire training—a whole day just on extinguishers—and even our intense program would not constitute complete preparation.... An STCW is not the end of safety training, it's the beginning. It is meant to give [crew] basic knowledge and an incentive to learn more.... The certificate is not a substitute for an onboard plan specific to your vessel, regular

Above
Following the crew noticing an exhaust leak as they returned from The Bahamas, 104-foot *La Diva* burned for 12 hours at the dock in West Palm Beach, Florida. The 3,000 gallons of diesel and the fiberglass construction made it difficult to fight the fire.

drilling and remedial training, which the captain and owner should require.”

“We certify a lot of individuals for STCW training, but there are not many yacht crew who then come back looking for extra firefighting training,” says Clifford Charlock, fire school manager for Resolve Maritime Academy in Fort Lauderdale, Florida. Every year for the last four years, Captain Brad Kitcher and the entire crew of the 169-foot motor yacht *Lazy Z* have undergone refresher fire training as a team at Resolve. “I was very surprised when Resolve told us that we are the only yacht that conducts extra firefighting training every year as a crew,” he says.

Additionally, there are a number of services that will come to your boat and conduct a yacht-specific fire safety evaluation. Recently, *ShowBoats International* was invited to join Charlock and Resolve’s Fire Training Manager Tom Jones, as they reviewed the 154-foot motor yacht *Ohana*. During the walk-through, the Resolve instructors explained the nuances of the vessel’s equipment, pointed out common fire hazards, reviewed systems, suggested drills and recommended some additional tools and gear for being prepared for the most serious situations.

Ohana recently had completed inspection and met all ISM and class requirements. Even so, Jones explains, “As experienced firefighters, there are things we see when we are physically aboard a boat that may not come to mind while writing a comprehensive code. We can envision a fire on that boat—one within the actual spaces—and we can suggest things that may not come up in a classroom or be required by compliance codes.”

PREVENTION IS THE FIRST PRIORITY

The most fundamental part of a fire safety plan is making the effort to prevent a fire from happening in the first place. In addition to making sure your crew has all the training and gear necessary to effectively fight a fire aboard the boat, it is imperative that they be given sufficient time to execute drills and do the maintenance items required to prevent a fire in the first place. “The engine room, galley and laundry are the top three danger zones on boats,” explains Jones. “Regular maintenance and cleanliness are instrumental in reducing risk in these high-risk areas.”

Many of yachting’s most infamous fires have been caused in part by some fundamentally dire demands of naïve yacht

owners intent on maximizing recreational use of the boat to the detriment of maintenance and safety. The importance of integrating sufficient time in the boat’s itinerary for crew to train for emergencies and address essential maintenance issues cannot be emphasized enough. An owner who does not acquiesce to a captain’s request to address a safety or maintenance issue of concern is flagrantly inviting danger to join his guests on the next trip.

BE A PART OF THE PLAN

Although it’s not the most enjoyable way to start a trip, an owner committed to safety will require that every voyage start with a

thorough review of the fire safety and evacuation plan with everyone aboard. “The first three minutes are the most important in stopping a fire from spreading,” says Captain Kitcher. If it is a guest who first finds a fire, they should know where to find a fire extinguisher and how to use it. When seconds count, time spent looking for help or trying to figure out an unfamiliar extinguisher may mean the difference between a diversion and a disaster.

Ask yourself if you were roused from sleep, blindfolded and denied access to

the main staircase, could you find your way to an alternate escape from your cabin? Could your children? If there were a fire, could you locate a fire extinguisher? Do you know where your crew’s muster stations are? Do you know what your crew needs you to do while they attack the fire?

Understanding basic protocol will not only assist an owner in helping his crew if called upon to do so, but also may give the owner and guests the essential peace of mind to not complicate a developing situation with panic should a fire occur with guests on board.

EXPECT THE UNEXPECTED

“There are not many people in yachting who have never had a fire on board of some description,” says Captain Kitcher. Every component of the boat’s fire safety plan should be well understood by everyone aboard. There is a reason first responders constantly drill, and it is because panic is a debilitating emotion. A few minutes of indecision can have devastating consequences. Make the effort to prepare your crew, commit to a set safety plan and be a part of that plan. It is the steps taken long before a fire ever occurs that will undoubtedly determine the ultimate outcome should the unthinkable happen. ■

Many of yachting’s most infamous fires have been caused in part by some fundamentally dire demands of naïve yacht owners intent on maximizing recreational use of the boat to the detriment of maintenance and safety.

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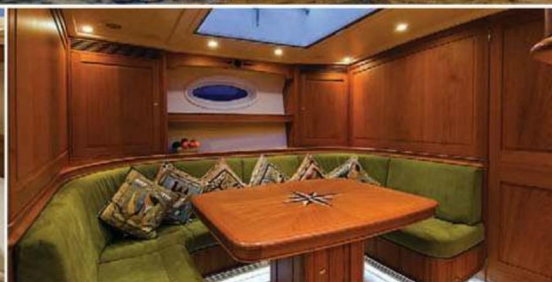
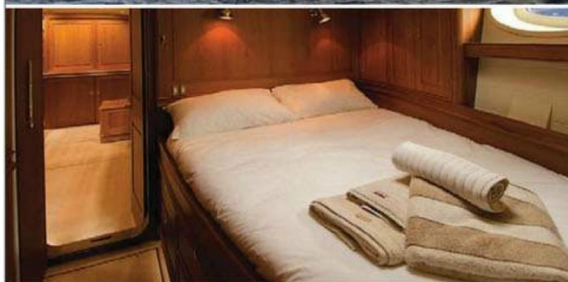
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charter@burgessyachts.com

www.burgessyachts.com



LOA: 82' (25M)
 BUILDER/YEAR:
 CLAASEN JACHTBOUW/2005
 GUESTS/CREW: 4/3
 LOCATION: CARIBBEAN
 RATES: \$35,000 PER WEEK,
 PLUS EXPENSES

Yachting Partners
International
 Peter Thompson
 Nicolas Benazeth
 Tel: +33 (0) 4 93 34 01 00
 Email: nicolas.benazeth@
 ypigroup.com
 www.ypigroup.com

VELACARINA | 82-FOOT

Built by Claasen Jachtbouw in 2005 as the first in the Andre Hoek Design Truly Classic 85 series, *Velacarina* has a sweeping flush deck and a large deck salon. This area is a much-appreciated feature of the Truly Classic series; meals and drinks can be served in the shelter of the deckhouse where guests can enjoy the beautiful scenery in comfort, even in adverse weather.

Velacarina is ideal for island-hopping in the Caribbean this winter. All cabins as well as the salon and galley have portholes, creating a light, bright interior. In addition, she has a transom that can be lowered to create easy access to the water and the tender. Sleeping four guests in two double cabins, her racing-green hull and traditional interior make her a classic jewel.



LADY LINDA

To be delivered at the beginning of the year, *Lady Linda* has a large, palatial and contemporary interior by Evan K. Marshall for 12 guests in six staterooms and seven cabins for 14 crew. Helicopter capable, *Lady Linda* cruises at 18 knots with a 20-knot top speed.



LOA: 187' (57M)
BUILDER/YEAR: TRINITY/2012
GUESTS/CREW: 12/14
LOCATION: BAHAMAS, MEDITERRANEAN
 (CARIBBEAN CHARTERS WILL BE CONSIDERED)
RATE: €350,000 HIGH SEASON, €322,000
 LOW SEASON PER WEEK, PLUS EXPENSES

Burgess

Tel: +44 (0) 20 7766 4300
Email: london@burgessyachts.com
www.burgessyachts.com

KOO (EX-VENT D'EST)

This luxurious, fast-cruising sloop can welcome up to eight guests in four staterooms (all en suite), and 12 guests for day cruising. *Koo* is well equipped for comfort and leisure. Flat-screen televisions feature in all the cabins, along with two 42-inch plasma screens and Bose sound systems in the guest areas.



LOA: 140' 7" (42.9M)
BUILDER/YEAR: VITTERS/2002
REFIT: 2006
GUESTS/CREW: 8/6
LOCATION: CARIBBEAN (WINTER)
RATE: \$100,000 PER WEEK, PLUS EXPENSES

Camper & Nicholsons International
Molly Browne

Tel: +44 (0) 20 7009 1950
Email: mb@lon.cnyachts.com
www.camperandnicholsons.com

E&E

Launched in August, this voluminous yacht has naval architecture by Vripack and interior design by Art-Line. *E&E* features main-deck accommodations for all guests with two doubles and two twins. The master suite is located on the bridge deck. Powered by twin 750-hp Caterpillar engines, she cruises at 11 knots.



LOA: 138' 1" (42.1M)
BUILDER/YEAR: CIZGI YACHT/2011
GUESTS/CREW: 10/14
LOCATION: EAST MEDITERRANEAN
RATE: €160,000 HIGH SEASON, €145,000
 LOW SEASON PER WEEK, PLUS EXPENSES

M/Y E&E

mevilik@myeande.com
www.myeande.com

ONYX

Onyx was built by Sanlorenzo as one of the Alloy 40 range. A notable feature is four folding platforms that create exclusive terraces on the main deck: two in the salon and two in the owners' cabin. Her Francesco Paszkowski interior accommodates 10 guests in a main-deck master, a VIP, a double and two twins.



LOA: 126' 3" (38.5M)
BUILDER/YEAR: SANLORENZO/2009
GUESTS/CREW: 10/6
LOCATION: SOUTHEAST ASIA
RATE: €120,000 PER WEEK, PLUS
 EXPENSES

Ocean Independence

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www.oceanindependence.com

www.camperandnicholsons.com

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**Camper &
Nicholsons**
International
YACHTING SINCE 1782



NEW CENTRAL AGENCY Asking price: US \$24,000,000
NORTHERN LIGHT 46m/150'11", Feadship, 2001*
RICK MORALES ☎ +1 954 524 4250 ✉ rqm@ftl.cnyachts.com



NEW CENTRAL AGENCY Asking price: US \$6,500,000
FAR NIENTE 34m/112', Hatteras, 1997
MICHAEL RAFFERTY ☎ +1 561 655 2121 ✉ mrafferty@pal.cnyachts.com



Asking price: US \$15,500,000
NEVER ENOUGH 42.67m/140', Feadship, 1992/2010*
WALTER SEA ☎ +1 954 524 4250 ✉ ws@ftl.cnyachts.com



Asking price: US \$18,500,000
MEA CULPA 39.6m/130', McMullen & Wing, 2003*
WALTER SEA ☎ +1 954 524 4250 ✉ ws@ftl.cnyachts.com



Asking price: US \$6,950,000
HIDE OUT 34.14m/112', Westport, 2007*
WALTER SEA ☎ +1 954 524 4250 ✉ ws@ftl.cnyachts.com

NYMPHAEA

Making her debut in the Andaman Sea, *Nymphaea* will be available for charter in Phuket. With spacious indoor and outdoor living and dining areas, a swim platform and a brand new massive teak sun deck, she is well suited for tropical charters. *Nymphaea* offers accommodations for six guests in three cabins.



LOA: 108' 3" (33M)
BUILDER/YEAR: BROWARD/1984
REFIT: 2010
GUESTS/CREW: 6/3
LOCATION: PHUKET, THAILAND
RATE: €25,000 PER WEEK, PLUS EXPENSES

Northrop & Johnson

Rico Stapel

Tel: +66 8 6690 0444

Email: rico.stapel@northropandjohnson.com

www.northropandjohnson.com

POWDERMONKEY (EX- CYKNOT)

Commercially registered and available for charter in the new year, *Powdermonkey* boasts a master suite, VIP stateroom, a double and two twin cabins, all with en suite facilities. The main salon has a large, comfortable seating area, and there is a spacious aft deck and a large flybridge, all ideal for entertaining or just relaxing.



LOA: 103' 4" (31.5M)
BUILDER/YEAR: FALCON/2004
GUESTS/CREW: 10/5
LOCATION: SOUTH OF FRANCE
RATE: €58,000 HIGH SEASON, €45,000 LOW SEASON PER WEEK, PLUS EXPENSES, MYBA TERMS

Oceanstyle Yachts

Tel: +377 9797 8120

Email: charter@osyachting.com

www.osyachting.com

SEA SHUTTLE

A classic ketch built by Jongert in 1983 to a design by De Vries Lentsch, *Sea Shuttle* sleeps up to seven guests in a master, two twin cabins and a Pullman berth. She received a comprehensive refit in 2008 and is MCA compliant.



LOA: 92' 1" (28.7M)
BUILDER/YEAR: JONGERT/1983
REFIT: 2008
GUESTS/CREW: 7/4
LOCATION: SOUTH OF FRANCE
RATE: €23,000 PER WEEK, MYBA TERMS

BCR Logemann

Jurgen Logemann

Tel: +33 (0) 4 93 34 92 45

logemann@bcrlogemann.com

www.bcrlogemann.com

COCA VI

Built by Arno in 2000 and refitted in 2011, *Coca VI* offers a spa pool on her flybridge and sleeps six guests in a master, VIP and twin cabin. *Coca VI* has a 10-foot Capelli tender and is well equipped with toys, including a Jet Ski, a canoe, waterskis and a wakeboard, as well as diving and snorkeling gear and two bicycles.



LOA: 87' 11" (26.8M)
BUILDER/YEAR: LEOPARD/2000
REFIT: 2011
GUESTS/CREW: 6/3
LOCATION: WEST MEDITERRANEAN
RATE: €35,000 PER WEEK, PLUS EXPENSES

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2011 DELIVERY - AVAILABLE NOW

DELTA AND CATERPILLAR FINANCIAL TEAM UP TO COMPLETE PROJECT MONARCH



Monarch is now complete and ready for immediate delivery. She is currently located in Seattle, as seen in the image above, and can be available for viewing at any time. This striking yacht combines the strengths of two long-standing companies, Delta Marine and Caterpillar Financial Services with the talented design of Jonathan Quinn Barnett. Construction of this 151-foot motor yacht has just been completed at Delta's yard in Seattle. Financing for the Monarch is available through Cat Financial for qualified buyers. For additional details, pricing information, or to set up an appointment to see the Monarch, please contact delta@deltamarine.com or +1 206 763 2383.





HARMONY | 164-FOOT

Kevin Callahan at Moran Yacht & Ship has signed the 164-foot motor yacht *Harmony* for sale. Delivered by Westport in 2010, *Harmony* can accommodate up to 12 guests in six staterooms including an on-deck master suite, a bridge-deck VIP suite, two king-bed cabins below aft, a twin-bed cabin forward to port and a convertible gym forward to starboard with a Pullman berth. Crew accommodations are for up to 12 with the captain's cabin on the bridge deck and five double cabins below deck.

Harmony features an elevator that services all decks, while propulsion is delivered by two four-stroke, 16-cylinder diesel engines providing 3,650 horsepower each. *Harmony* is being marketed at an asking price of \$36.75 million.

LOA: 164' (50M)
BEAM: 30' 5" (9.3M)
DRAFT: 7' 9" (2.4M)
GUESTS/CREW: 12/12
BUILDER/YEAR:
WESTPORT/2010
ASKING PRICE:
\$36.75 MILLION

Moran Yacht & Ship
Kevin Callahan
Tel: (954) 768-0707
Email: kevin@moranyachts.com
www.moranyachts.com



SUN DECK



MASTER BATH



MAIN SALON



THE 153-FOOT HEESSEN *BLIND DATE* WAS SOLD BY MERLE WOODS & ASSOCIATES AND BURGESS.

RECENTLY SOLD

David Legrand at Fraser Yachts has sold his central listing, the newly delivered 119-foot expedition yacht *Nomade*, with independent broker Derk Jan Rolff introducing the buyer. Featured in the October 2011 issue of *ShowBoats International*, *Nomade* was built by Turkey's Tansu Yachts and is RINA classed and MCA compliant.

The Antibes office of Camper & Nicholson's (CNI) closed on the sale of the 142-foot motor yacht *Pure Bliss*, with Andrew Cosgreave at Northrop & Johnson introducing the buyer. *Pure Bliss* was built by the Palmer Johnson yard in Wisconsin in 1997 to a design by Tom Fexas and refitted in 2008. Lloyd's classed and MCA compliant, she accommodates 12 guests in five staterooms. The asking price was \$12.95 million.

Burgess has closed on the sale of the 164-foot motor yacht *La Naturalle Dee*, built by Turkey's Proteksan-Turquoise yard in 1994. With an exterior designed by Dubois and a Donald Starkey interior, she can accommodate 12 guests. Her asking price was \$7.9 million. Also sold was the 154-foot sailing yacht *Klosters*, with Kevin Merrigan at Northrop & Johnson representing the buyer. Built by Perini Navi in 1990, she has a Bermuda ketch rig and is a familiar sight at the world's top regattas. The asking price was €9.5 million. A third sale at Burgess was Heesen's 153-foot motor yacht *Blind Date*, with Thom Conboy at Merle Wood & Associates acting for the seller. Launched in September 2009, *Blind Date*'s exterior design is by Heesen and Omega Architects, and her interior is by English designers Keech Green. Accommodating 10 guests in a master suite, three double cabins and a twin cabin, *Blind Date* was asking €26.9 million.

Michael White at Ocean Independence has sold the 297-foot motor yacht *Sunrise*, a joint listing with Peter Thompson. *Sunrise* was built by Italy's Apuania yard in 1991. More a mini cruiseship than a superyacht, she accommodates 120 guests and is Lloyd's classed and SOLAS registered. *Sunrise* was asking €29.5 million.

Moran Yacht & Ship has acted for the buyer in the

sale of the 150-foot motor yacht *Vantage*. Launched in May 2010, *Vantage* is the seventh yacht in Palmer Johnson's popular 150 Super Sport Yacht Series and was asking \$28 million.

FOR SALE

A notable motor yacht that has come on to the market is *Paraffin*. Having sold her to her current owner in 2009, Dennis Frederiksen of Fraser Yachts has signed the 197-foot Feadship for sale. Designed by De Voogt Naval Architects and built to Lloyd's class in 1992, *Paraffin* has classic Feadship lines. During her refit in 2010, two new generators and zero speed stabilizers were added and a 10-year Lloyd's survey completed. *Paraffin* is asking €44.75 million. Also fresh on the market is a recent signing by David Legrand, the 115-foot explorer yacht *Surprise*. Built by McMullen & Wing in 2001 and refitted in 2009, her sturdy exterior belies a luxurious interior that sleeps nine guests in four cabins. Currently lying in San Diego, California, *Surprise* is asking €9 million. Oscar Romano at Fraser Yachts in Italy reports his latest central listing, the 99-foot motor yacht *Avagliani*. Designed by Stefano Righini and built to ABS class in 2009 by Benetti, she's hull number 20 in the yard's successful Tradition series. MCA compliant, her Francois Zuretti interior accommodates eight guests in four cabins plus five crew. *Avagliani* has twin 1,000-hp Caterpillar engines offering a maximum speed of 14 knots and a range of 2,050 nautical miles at 10 knots. She is asking €6.3 million. In other news, there's been a €650,000 price reduction on Thorsten Giesbert's central listing, the 95-foot motor yacht *Phoenicia*, now asking €2.3 million.

David Seal at Camper & Nicholson's confirms that he's signed the central agency for sale of the new *Wider 150* motor yacht project and will be working closely with the new Italian Wider yard to bring the concept to completion. The *Wider 150* is powered by a hybrid diesel/electric propulsion system, which allows it to reduce energy consumption when high speeds are not required. The asking price will be in the region of €21 to €22 million. In October last year, we reported the sale of Baglietto's 141-foot motor yacht *Oxygen*, and now Rytis Babravičius reports that after a very successful summer charter season, she's back on the market. This avant-garde Francesco Paszkowski design, built to ABS class in 2009, has a vast owners' suite on the main deck, plus two VIP cabins and two twin cabins below deck. MCA compliant, her twin MTU engines ensure a cruising speed of 20 knots. *Oxygen* is asking €16.5 million. Jean-Marie Recamier at CNI in Antibes, France, has seen a hefty price drop on his joint listing with Stuart Larsen at Fraser Yachts, the

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MERLE WOOD & ASSOCIATES

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144-foot motor yacht **My Petra**. Built in 2009, **My Petra** is one of the Heesen 4400 series and has been hugely popular since its launch. Her streamlined exterior and naval architecture are a joint product of Omega Architects and the Heesen design team. **My Petra**'s asking price is down from €24.5 million to €22.75 million. There is also news of a significant cut in the price of the 205-foot motor yacht **Icon** from joint central agents Thom Conboy at Merle Wood & Associates and Jean-Marie Recamier. **Icon** is the first launch from Holland's Icon yard and was built in 2010 to Lloyd's class and is MCA compliant. Her exterior styling is by Redman Whiteley Dixon and interior design by Studio Linse. She can accommodate 12 guests. Twin 2,481-hp MTU engines give her a range of 6,000 nautical miles at her cruising speed of 12 knots. **Icon** is now asking €54.9 million down from €58.75 million. On the corporate side, CNI confirms that Eric de Saintdo has been appointed executive chairman and CEO. Originally assigned both roles on a temporary basis earlier this year, de Saintdo's position was made permanent.

Burgess announced price reductions on three motor yachts as the 164-foot **Shandor** comes down by €1 million to €6.97 million, the 148-foot **Big D** is reduced by \$2 million to \$7.9 million, and there's a \$500,000 cut in the price of the 118-foot **Blue Attraction**, now asking \$6.5 million. The 127-foot motor yacht **Gladius** has changed central agencies and is now for sale in a joint listing with Burgess, Oceanstyle and Opal Marine with a price reduction. She was delivered by Italy's Cantieri di Pisa yard in 2007, built to ABS class and is MCA compliant. Her interior by Carlo Paladini accommodates up to 12 guests. She has a cruising speed of 24 knots with a range of 700 nautical miles at 21 knots. The asking price of **Gladius** is now down from €9.5 million to €8.75 million.

Mario Velona of Ocean Independence has listed for sale the newly delivered 134-foot motor yacht **Scorpion** from Italy's Sanlorenzo yard. Designed by Francesco Paszkowski and built to ABS class, **Scorpion** is powered by twin 2,340kW MTU engines giving a top speed of 28 knots and a cruising speed of 26 knots. Her asking price is €18.9 million.

At Merle Wood & Associates, Merle Wood, Thom Conboy and John Cohen have joined forces to list the 177-foot motor yacht **Burkut** for sale. Delivered by Baglietto in 2009, the steel hull, full-displacement yacht is Lloyd's classed and MCA compliant. Her striking dark blue hull and sleek exterior styling were executed by Baglietto's in-house engineering team and Francesco Paszkowski. Twin 2,000-hp Caterpillar engines power her to a maximum speed of 17.5 knots with a range of 4,200 nautical miles at 12 knots, and her asking price is €32.5 million. Meanwhile, Bob McKeage has joined Dennis Frederiksen at Fraser Yachts to list the 167-foot motor yacht **Alibi** for sale. Built by CBI Navi in 2005, **Alibi** can accommodate 12 guests. The asking price is €19.75 million.



FOR SALE THROUGH FRASER YACHTS, PARAFFIN'S ASKING PRICE HAS BEEN SET AT €44.75 MILLION.

In May 2009, we reported the sale of the 160-foot motor yacht **Primadonna**. Now she's back on the market with Merle Wood and John Cohen, renamed **VF-15**. Delivered by Christensen in 2009, **VF-15** is the forerunner of the popular 160 series from the yard and is ABS-classed and MCA compliant. **VF-15** can comfortably accommodate 12 to 16 guests in six cabins. The full-beam master suite forward on the main deck features a private study. There is a full-width VIP and four guest cabins below, all fitted with en suites, and the asking price is \$29.95 million. On the pricing side, there's been a \$300,000 price reduction on Broward's 125-foot motor yacht **Showtime**, now asking \$3.4 million.

Moran Yacht & Ship has taken over the worldwide central agency for sale of the 191-foot motor yacht **Unbridled**. A 2009 launch from Trinity Yachts, this superyacht has a lavish Patrick Knowles interior. There are luxurious accommodations for up to 12 guests in six cabins, including a full-beam master suite, two VIP suites and two twin cabins. **Unbridled** is asking \$46 million. Finally, the company announced that it has signed a contract with Lürssen for a new build 298-foot motor yacht called **Project Rio**.

Will Bishop at Yachting Partners International has signed the 136-foot sailing yacht **Mirabella III** for sale and charter. Launched by Thailand's Concorde Yachts in 1994, she was designed by Bruce Farr and accommodates up to 10 guests in five newly refurbished cabins. An additional Pullman berth is also available. Another motor yacht joins the Yachting Partners sales fleet as Mike Rich confirms that he's jointly listed Baia's 102-foot **Mirage** with North Star Yachting. Built in 2010 to RINA class and with speeds of up to 50 knots, **Mirage** combines the strong sporting lines of a luxury speedboat with all the comfort and space of a displacement yacht. Her asking price is €7.9 million. Also signed by Mike Rich is a new build project with China's Kingship Marine, a 246-foot expedition motor yacht called **Arctic Whale**. With an exterior and interior by French designer Eva Cadio, she will sleep 12 guests in six cabins, all en suite, and all featuring the latest in audio visual entertainment systems. ■

CONTACTS

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CENTRAL AGENT

296'/90M Corsair 2008 **NERO***

for Sale & Charter



CENTRAL AGENT

281'/86M Derecktor 2010 **CAKEWALK**

for Sale



CENTRAL AGENT

213'/65M Codecasa 2010 **LADY LAU***

for Sale



CENTRAL AGENT

200'/61M Feadship 2006 **APRIL FOOL***

SUPERYACHT DIVISION | MERLE A. WOOD, III | PETER CROKE | THOM CONBOY | FRANCOIS VAN WELL | STEVE KIDD | BOB MCKEAGE
CUSTOM YACHT DIVISION | JOHN COHEN | CROMWELL LITTLEJOHN | BASSAM CHAHINE | KURT BOSSHARDT | DIRK JOHNSON | RICK AURIT | DMITRY LUKIN

for Sale



CENTRAL AGENT

177'/54M Baglietto 2009 **BURKUT***

for Sale & Charter



CENTRAL AGENT

168'/51M Oceanco 1997/10 **LAZY Z***

for Sale & Charter



CENTRAL AGENT

164'/50M Hakvoort 2006/10 **JEMASA***

for Sale & Charter



CENTRAL AGENT

161'/49M Trinity 2009 **BLIND DATE***

* Not for sale or charter to US residents while in US waters.

PHONE: 954-525-5111 • FAX: 954-525-5165 • EMAIL: MAIL@MERLEWOOD.COM • WWW.MERLEWOOD.COM

for Sale



CENTRAL AGENT

160'/49M Christensen 2009 **VF-15***

for Sale



CENTRAL AGENT

157'/48M Christensen 2006 **THIRTEEN**

for Sale



CENTRAL AGENT

153'/47M Feadship 2001/10 **SEA RACER**

for Sale & Charter



CENTRAL AGENT

151'/46M Delta 2009 **KATYA**

for Sale & Charter



CENTRAL AGENT

223'/68M Nobiskrug 2010 **SYCARA V***

for Sale & Charter



CENTRAL AGENT

220'/67M Shadow Marine 2007 **ALLURE SHADOW**

for Sale & Charter



CENTRAL AGENT

205'/63M Icon 2010 **ICON***

for Sale & Charter



CENTRAL AGENT

203'/62M VSY 2010 **ROMA***

for Sale



CENTRAL AGENT

177'/54M Mondomarine 2012 **HULL #1***

for Sale



CENTRAL AGENT

167'/51M Mondomarine 2013 **HULL #4***

for Sale & Charter



CENTRAL AGENT

167'/57M CBI Navi 2005 **ALIBI***

for Sale & Charter



CENTRAL AGENT

163'/50M Nereids Yachts 2005 **AZTECA II***

for Sale & Charter



CENTRAL AGENT

161'/49M Trinity 2007/10 **GLAZE**

for Sale & Charter



CENTRAL AGENT

157'/48M Christensen 2007 **LADY JOY***

for Sale & Charter



CENTRAL AGENT

157'/48M Christensen 2007 **SCOTT FREE**

for Sale & Charter



CENTRAL AGENT

154'/47M Perini Navi 1990/06 **ANDROMEDA LA DEA***

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for Sale & Charter

CENTRAL AGENT

152'/46M Perini Navi 1991/07 **ANTARA***



for Sale

CENTRAL AGENT

150'/46M Palmer Johnson 2007 **O'KHALILA***



for Sale & Charter

CENTRAL AGENT

145'/44M Benetti 2009 **LADY SHEILA***



for Sale & Charter

CENTRAL AGENT

145'/44M Heesen 1990/09 **AT LAST**



for Sale

CENTRAL AGENT

136'/42M Intermarine 1999/07 **BOSSY BOOTS II***



for Sale

CENTRAL AGENT

134'/41M Mondomarine 2013 **HULL #8***



for Sale

CENTRAL AGENT

132'/40M Northcoast 1995/08 **LIFE'S FINEST**



for Sale

CENTRAL AGENT

132'/40M Trident Shipworks 1999 **CRILI**



for Sale

CENTRAL AGENT

131'/40M A&R 1987 **SILVER SHALIS**



for Sale & Charter

CENTRAL AGENT

130'/40M Westport 2005 **MY COLORS**



for Sale

CENTRAL AGENT

125'/38M Broward 1989/03 **SHOWTIME**



for Sale & Charter

CENTRAL AGENT

124'/38M Broward 2007 **HERITAGE III**



for Sale

CENTRAL AGENT

122'/37M CRN 1978/08 **LADY EVA***



for Sale

CENTRAL AGENT

121'/37M Heesen 2005 **HEESEN 37M HULL #4***



for Sale & Charter

CENTRAL AGENT

121'/37M Crescent 2003/10 **OLGA***



for Sale & Charter

CENTRAL AGENT

118'/36M Intermarine 2000 **SAVANNAH**



for Sale & Charter

CENTRAL AGENT

116'/35M Feadship 1970/08 **UTOPIA II**



for Sale

CENTRAL AGENT

112'/34M Leopard Express 2008 **LA IGUANA***



for Sale

CENTRAL AGENT

110'/34M Christensen 1992 **R RENDEZVOUS**



for Sale

CENTRAL AGENT

108'/33M Hargrave 2006 **FREEDOM R***



for Sale

CENTRAL AGENT

105'/32M Mangusta 2000/11 **HAMSA***

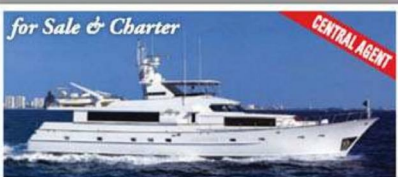
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for Sale

CENTRAL AGENT

102'/31M Oceanfast 1989/11 **GAZELLE**



for Sale & Charter

CENTRAL AGENT

102'/31M Broward 1984/05 **LIQUIDITY**



for Sale

CENTRAL AGENT

101'/31M Leopard 2008 **PAN DEI 1***



for Sale

CENTRAL AGENT

96'/29M N.E. Boat Works 2003 **VAKOMAANO**



for Sale

CENTRAL AGENT

92'/29M Intermarine 2001 **KRISHELLE**



for Sale

CENTRAL AGENT

92'/28M Palmer Johnson 1985/11 **PEGASUS III**



for Sale

CENTRAL AGENT

90'/27M Pershing 2008 **FRAILECH***



for Sale

CENTRAL AGENT

88'/27M Pershing 2003 **JK***



for Sale & Charter

CENTRAL AGENT

88'/27M Rayburn Custom 2004 **LADY VICTORIA**



for Sale

CENTRAL AGENT

86'/26M Hatteras Sportfish 2002 **SPHEREFISH**



for Sale

CENTRAL AGENT

80'/24M Donzi Sportfish 2010 **R-80**



for Sale

CENTRAL AGENT

80'/24M Hatteras 2004 **OCEAN VIEW**



for Sale

CENTRAL AGENT

80'/24M DeVries Lentsch 1930/02 **LELANTA***



for Sale

CENTRAL AGENT

75'/23M Sunseeker 2005 **CHAIRMAN**



for Sale

CENTRAL AGENT

73'/22M Donzi Sportfish 2010 **R-73**



for Sale

CENTRAL AGENT

72'/22M Sunseeker 2006 **HIDE OUT***



for Sale

CENTRAL AGENT

70'/21M Hatteras Sportfish 2003 **USELESS***



for Sale

CENTRAL AGENT

65'/20M Marquis 2007 **GOOD TIMING**



for Sale

CENTRAL AGENT

62'/19M Little Harbor 1982/07 **EASTERN SKY II**



for Sale

CENTRAL AGENT

58'/18m Grand Harbour F/B 2008 **SYMBAN***



for Sale

CENTRAL AGENT

52'/16M Hatteras S/F 1992 **BAER NECESSITY**

* Not for sale or charter to US residents while in US waters.

STYLE & ELEGANCE . DESIGNED & BUILT IN ITALY
NEW AND PRE-OWNED AZIMUT SPECIALISTS

NEW AZIMUT YACHTS



2012 AZIMUT 78 MY - NOW IN STOCK #90168



2012 AZIMUT 72S - NOW IN STOCK #94160



2012 AZIMUT 70 FB - NOW IN STOCK #94158



2012 AZIMUT 64 FB - ON ORDER



2011 58 AZIMUT FB - DEALER DEMO, NOW IN STOCK #86392



2012 AZIMUT 50 MAGELLANO - NOW IN STOCK #95156

FEATURED BROKERAGE



AZIMUT 75 MY 2008

T-MAN V12 1360HP, HARDTOP, BRIDGE CRANE, 4 SRS + CREW, CUSTOMIZED, LOCATED IN THE NORTHEAST, US, ASKING \$3,275,000, STK #97045, LISTING AGENT: MICHAEL LENNON 631-988-2894 MOBILE.



AZIMUT 116 MOTOR YACHT 2008

TWIN MTU 16V 2000S 2400 HP, NAVY BLUE HULL, ON DECK MASTER, HEAVILY CUSTOMIZED AND LOCATED IN THE NORTHEAST, STOCK #95760, LISTING AGENT: MICHAEL LENNON 631-988-2894 MOBILE.



AZIMUT 62 FLY 2004

910HP MTUS, EXCELLENT CONDITION, BOW AND STERN THRUSTERS, BRIDGE CRANE, TENDER WITH FREEDOM LIFT, LOADED, ASKING \$895,000, STOCK #99039, LISTING BROKER MICHAEL LENNON



AZIMUT 55 FLY BRIDGE 2004

T-C12 CATS, 710 HP, BRIDGE CRANE & TENDER, WELL MAINTAINED/EQUIPPED W/UPDATES, IN THE NORTHEAST, US, ASK \$735K, STK #96308, LISTING AGENT: MICHAEL LENNON 631-988-2894 MOBILE.



AZIMUT 47 FLY BRIDGE 2008

TWIN C9 CATS 575HP, WHITE HULL, THREE STATEROOMS, TWO HEADS, FULL BIMINI TOP, GANGWAY, DSS, CREW CABIN, THREE E120S, LOCATED IN THE NORTHEAST, US, ASKING: \$699,000, LISTING AGENT PAUL MAHONEY 516-458-8754.



AZIMUT 46 FLY 2001

3208 CATS, 2 STATEROOMS, HIGH GLOSS CHERRY INTERIOR, SAT TV, RECENT UPDATES WITH NEW EXTERIOR CUSHIONS, BOTTOM PAINT AND MORE, OUR TRADE ASKING \$289,000 STOCK #96005, LISTING BROKER PAUL MAHONEY.



AZIMUT 42 FLY 2002

TWIN 385CATS, TWO STATEROOMS, SUPER GRAND LUXE DECOR, HIGH GLOSS CHERRY INTERIOR, 400 HOURS ON MAIN ENGINES, ASKING \$299,000, STOCK# 98312, LISTING BROKER MICHAEL LENNON.

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ACE OF DIAMONDS | 34m (112') | Hakvoort | 1988/2006
Dutch built with 600 hours on new engines. Owner's stateroom on deck. Completely rebuilt in 2006 at Hakvoort. Perfect condition. Proven fishing machine.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



C1 | 29m (96') | Bloesmsma & Van Breemen | 2003/2010
The best Doggersbank available. 5000 nm range, superb specification. Absolute Dutch built perfection. Three staterooms, exceptional equipment and perfect cosmetically and mechanically.
Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



SEA BIRD | 34m (112') | Westport | 2000/2008 | POA
Stunning Westport 112 with custom interior beautifully maintained, inspection highly recommended.
Jeff Partin | Ft. Lauderdale + 1 954 463 0600 | jeff.partin@fraseryachts.com



GALILEE | 32m (106') | Westship | 1994/2002 | 2,950,000 USD
Five stateroom Westship. Desired design in the charter market. Priced very aggressively.
Tom Allen | Seattle + 1 206 382 9494 | tom.allen@fraseryachts.com
Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



X | 47m (155') | Feadship | 1987/2009 | 9,500,000 USD
Exceptional Layout, Feadship Quality, Lloyd's Class, Exceptional Charter record under previous Owners, Good Volume and Great Range. Interior revamp 2009.
Vassilis Fotilas | Monaco + 377 93 100 450 | vassilis.fotilas@fraseryachts.com



ONCE AROUND | 29m (95') | Sunseeker | 2003 | 3,150,000 USD
Very well maintained by original owner. Excellent condition throughout. Twin engine and conventional drives.
Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



LADY FAYE | 26m (85') | Burger | 1971 | 1,700,000 USD
Comfortable, reliable long range cruiser with recent paint job at Delta Marine.
Brian Holland | Seattle + 1 206 382 9494 | brian.holland@fraseryachts.com



PICOSA LADY | 22m (75') | Fleming | 2001 | 2,100,000 USD
Continuously upgraded and meticulously maintained.

Jody O'Brien | Fort Lauderdale + 1 954 463 0600 | jody.obrien@fraseryachts.com



FRASER YACHTS



LAUREL | 73m (240') | Delta Marine | 2006

Superbly executed by Delta Marine with interior design by Don Starkey. Seven staterooms in owners party. Steel hull and composite superstructure. She is exquisite in her detail, finish and condition. LAUREL is certainly the highest

pedigree yacht of her size on the market. Please call for viewing appointment.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com

Josh Gulbranson | Ft. Lauderdale + 1 954 463 0600 | josh.gulbranson@fraseryachts.com



Not for sale to US residents while in US waters.

SEA BOWLD | 53m (174') | Oceanfast | 2004 | 15,950,000 USD

26 knots with a 3400nm range at 12 knots. Owner's stateroom on bridge deck; four guest suites and superb outside deck spaces. Yachting's equivalent to AMG.

Stuart Larsen | Ft. Lauderdale + 1 954 463 0600 | stuart.larsen@fraseryachts.com



Not for sale to US residents while in US waters.

ALIBI | 51m (167') | CBI Navi | 2005 | 19,750,000 EUR

Large interior volume for this 51m CBI Navi with 6 cabins. Well laid out exterior deck space.

Dennis Frederiksen | Monaco + 377 93 100 450 | dennis.frederiksen@fraseryachts.com



AURORA DIGNITATIS | 27m (88') | Ferretti | 2008 | 5,800,000 USD

Raised Pilot House Version. Commercially Charter Registered. Flybridge with Jacuzzi/ Gym area. Has all the toys and amenities. Worldwide Power Converter.

Jose Arana, Jr. | Ft. Lauderdale +1 954 463 0600 | jose.aranajr@fraseryachts.com



BLACK PEARL | 18m (58') | Donzi | 2006 | POA

A unique opportunity for the serious angler! A 58' express sportfish with new paint and in pristine condition.

Scott French | Ft. Lauderdale + 1 954 463 0600 | scott.french@fraseryachts.com

Sales | Charter | Management | Construction | Crew

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Mexico City + 52 55 5004 0408
Casa De Campo + 1 809 523 2208
Limassol + 357 25 828911

The Superyacht Experts

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MARIA II OF LONDON | 30m (101') | Ferretti | 2007 | 4,500,000 EUR
Hull #18, warm classic "yacht club" atmosphere, exceptional decks areas.
Great charter capacity. MCA compliant.
David Legrand | Monaco +377 93 100 450 | david.legrand@fraseryachts.com



PERLA NERO | 33m (109') | Cyrus yachts | 2007 | 4,950,000 EUR
Superyacht Award Winner for best M/Y under 40m. Five cabins, large deck space,
MCA commercial register. Try before you buy.
Jan Jaap Minnema | Monaco +377 93 100 450 | janjaap.minnema@fraseryachts.com

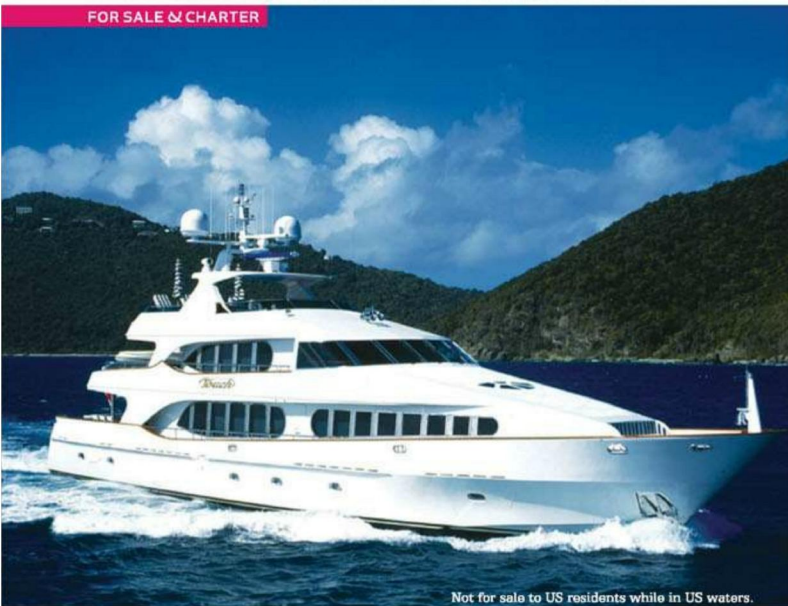


BEIJA FLOR | 35m (115') | Feadship | 1968/2009 | 4,450,000 USD
Classic canoe stern, fantastic condition. New exterior paint & new machinery.
A true "Gentleman's Yacht."
Neal Esterly | San Diego + 1 619 225 0588 | neal.esterly@fraseryachts.com



SHADOW | 31m (101') | Comar Yachts | 2011 | 8,900,000 EUR
This race pedigree, full carbon, 4 cabins, lifting keel performance cruiser is brand new.
Julian Calder | London + 44 7918 650 089 | julian.calder@fraseryachts.com
Nabil El Jammal | London + 44 7501 485 328 | Nabil.ElJammal@fraseryachts.com

FOR SALE & CHARTER



Not for sale to US residents while in US waters.

TOUCH | 37m (120') | Louisbourg | 2004/2011 | 7,900,000 USD
Large volume yacht with 4 staterooms, all with king berths. Huge upper deck master.
Josh Gulbranson | Ft. Lauderdale +1 954 463 0600 | josh.gulbranson@fraseryachts.com
Jeff Partin | Ft. Lauderdale +1 954 463 0600 | jeff.partin@fraseryachts.com



LORETTA ANNE IV | 40m (131') | Alloy Yachts | 2009 | 21,900,000 USD
Gorgeous Alloy, Dubois, Starkey design with on-deck master, office, three en-suites and gym
below. Flybridge dining, jacuzzi, tender garage and zero speed stabilizers. MCA and Lloyds!
Jody O'Brien | Ft. Lauderdale + 1 954 463 0600 | jody.obrien@fraseryachts.com



FRASER YACHTS

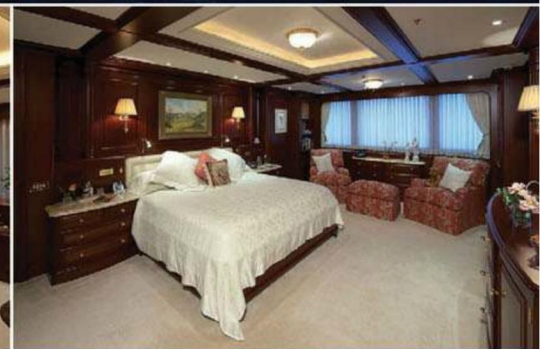
Rasselas

Built and maintained to impeccable standards,
this is a superb purchase opportunity for one
of the finest Feadships on the market today.

62m (203.5ft) • Feadship, De Vries, The Netherlands, 2005

€55,000,000 (VAT Paid)

Central Agents for Sale



BURG

For the best brokerage service & insight **Ask BURGESS**

Cakewalk

An awe-inspiring presence on the water, the magnificent CAKEWALK commands admiration with Tim Heywood design, exceptional volume and exquisite classic styling.

Length overall 85.6m (280.9ft) • Built by
Derecktor Shipyards, USA, 2010

Price on application

Joint Central Agents for Sale



Illusion

A highly desirable classic Feadship now fully refitted, updated and extended to provide modern contemporary style and the highest levels of luxury.

55.7m (182.8ft) • Feadship, Van Lent & Zonen,
The Netherlands, 1983 (Refit 2009/2010)

US\$19,500,000

Central Agents for Sale & Charter



ESS

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Athens	tel: +30 6932 408 285
Mumbai	tel: +91 2266 391900
Seattle	tel: +1 206 285 4561
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New Listing

GLADIUS, Akhir 125, 2007
Asking: Euro 9,500,000
10 Guests Lying: West Mediterranean

Joint Central
Agents for Sale



New to our US charter fleet

LA GIOCONDA, Sunseeker Predator 108, 2005
Charter from: US\$ 59,500 per week
6 Guests Lying: Florida

Central Agents
for Charter



New Listing

SEL, Dalla Pietra 72, 2008
Asking: Euro 1,950,000
7 Guests Lying: West Mediterranean

Central Agents
for Sale



New to our US charter fleet

BIONDA, Nurmarine, 2011
Charter from: US\$ 29,000 per week
9 Guests Lying: Florida

Central Agents
for Charter



New to our US charter fleet

BON VIVANT, Riva Splendida 72, 2004
Asking: US\$ 1,980,000 Charter from: US\$ 25,000 per week
7 Guests Lying: Florida

Central Agents
for Sale and
Charter



New Listing

DOLCE VITA II, Leopard 24, 2000
Asking: US\$ 1,495,000
7 Guests Lying: Florida

Central Agents
for Sale

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MAR - NEW CENTRAL AGENCY

Superb 50m custom motor yacht from Ortona Navi. Launched in 2008 with transatlantic range, zero speed stabilizers, Caterpillar main machinery, tender garage and much more. 6 staterooms offer accommodation for up to 12 guests. New to our sales agency with a new price.
Price: 15,000,000 EUR. Central Agents for sale and charter.



SEA DWELLER - NEW CENTRAL AGENCY

This stunning 46m Heesen had a major technical, cosmetic and interior refit in 2010. With added Zero speed stabilisers, sundeck jacuzzi and kaleidoscope system, she is very much up to date. Digital brochure available. 12 guests.
Price: 12,500,000 EUR. Central Agents for sale and charter.

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DREAM | DIAMONDS ARE FOREVER



FOR CHARTER LATE 2011

This stunning 200' (61 metre) BENETTI features a signature Evan Marshall interior comprising of two panoramic master suites, four guest staterooms, elevator to all decks, a full beam skylounge and vast open & shaded deck areas.

Peter Thompson pt@ocyachts.com +44 7788 755334
Michael White mike@ocyachts.com +44 7785 360845

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The Marine Group

YACHT SALES • CHARTER • NEW CONSTRUCTION



151' TACOMA 1993/2008. Major \$6M refit in 2008 to include Quantum Zero stabilization, all new teak decking, new galley & all new mechanical systems. Accommodations include huge on deck master & 4 en-suite king S/Rs. Truly pristine throughout. Joint CA Dean Young in PB.



We will build to your specs: 100' - 180'. Designed to carry up to a 48' Gameboat on board. Innovative retrieve/launch system, up to 40,000 gals of fuel. Opulent interior makes for the ultimate mothership operation. Call Michael Matlack in PB.



108' BROWARD 1995. 16V92TA power, 4 stateroom layout, davit, 2001 Zodiac. A spacious Raised Pilothouse Motoryacht with 5' extension added by Roscioli Shipyard. Many recent updates, ready to entertain. CA Lon McCloskey in PB.



100' HATTERAS M/Y 2002. 4 stateroom cherry interior, updated electronics. Tenders and water toys. Best priced on the market. CA Lon McCloskey in PB.



95' HORIZON 2007. Absolutely NEW condition with less than 200 hours on 1650hp CATs. Designed by experienced Yachtsmen and their longtime captain. No expense spared in her construction and exceptional upgrades. CA Dean Young in PB.



88' HORIZON 2011. The new Horizon E88 Enclosed Bridge built on a 21' beam features a 4 stateroom/2 crew cabin layout. Powered with 1700hp C-32 CATs, the new E88 also includes custom AV and electronics. Call our Palm Beach office for details.



84' KUIPERS WOODSEND BV 2002. 3 double guest staterooms, 2 crew with abundant storage. Cruise anywhere in the world in safety and comfort. Finest Dutch build. Best buy. CA Lon McCloskey in PB.



84' MCMULLEN & WING 2005. Exquisite quality. Rolls Royce jet drive. Fresh paint. 900 hours on MTU 16V20000s. Mint condition. CA Lon McCloskey in PB.



82' HORIZON CPM/Y 2006. C-30 CATs, twin 27.5kw Onan gens, 4 staterooms plus crew. All the best equipment available. First class in every way. Asking \$2.9M CA Larry Masterman in PB.



80' OCEAN ALEXANDER CPHM/Y 2007. C-32 CATs, 3 suites plus crew. Totally custom built with all amenities including on board gas station. Immaculate, proven long distance cruiser with exceptionally quick top end. CA Yolanda Philney, CPYB in PB.



62' MCKINNA SPORT YACHT 2009. C-18 CATs provide speeds up to 34 knots. Spacious 3 stateroom layout with incredible joinery throughout. Spectacular yacht in like new condition. CA Bill Snyder in PB.



60' SEA RAY 2008. Common Rail MANs with 500 hours. Loads of updates in 2011. Excellent condition. Owner moving up. CA Lon McCloskey in PB.

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"LADY BEE" 142' CHRISTENSEN MOTORYACHT
Accommodates: 12 guests in 6 staterooms.
Fall/ Winter 2011/2012 - Caribbean



"RD" 82' ROYAL DENSHIP SPORT YACHT
Accommodates: 8 guests in 4 staterooms.
Based in Nassau, Bahamas



"ISLAND GIRL" 75' HATTERAS SPORTDECK MOTORYACHT
Accommodates: 6 guests in 3 staterooms.
Fall/Winter 2011/2012 - Florida/Bahamas/Caribbean



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YACHT CHARTER DIVISION MANAGER: MARIAN WALKER (954) 463-4300 - MWALKER@MARINEGROUP.COM

NEW LISTING FOR SALE



CORELIA 157.8 ft (48.12m) | Perini Navi | 1993 / 2000 | Athens, Greece | EUR 17,250,000 VAT Paid



NAMASTÉ 130 ft (40m) | Westport | 2011 Model | Ft Lauderdale, FL | USD 19,895,000



BLUE SCORPION 173.11 ft (53.00m)
Baglietto | 2006 | Viareggio | EUR 23,500,000 VAT Paid



JANA 151.11 ft (46.30m)
Feadship | 1986 | U.A.E. | USD 13,995,000



BELLA BRI 151 ft (46m)
Northern Marine | 2008 | West Palm Beach, FL | USD 21,500,000



ARIETE PRIMO 144.8 ft (44.10m)
Richard Dunston | 1967/2006 | Genoa, Italy | EUR 19,000,000



DEEP BLUE II 143.7 ft (43.80m)
Oceanco | 1996 / 2008 | Ft Lauderdale, FL | USD 15,900,000



SOPHIE BLUE 134.6 ft (41.00m)
CBI Navi | 1998 | Nice, France | EUR 6,900,000



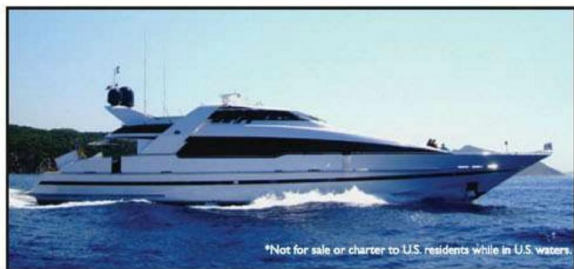
MUSTANG SALLY 130 ft (40.00m)
Westport | 2009 | Ft Lauderdale, FL | USD 18,450,000



AWESOME 130 ft (39.60m)
Mangusta | 2005 | Monaco | EUR 12,800,000

SALES & PURCHASE

CHARTER



*Not for sale or charter to U.S. residents while in U.S. waters.

IMPULSIVE 126 ft (38.40m)
Norship | 1993 / 2010 | Mediterranean | USD 6,750,000

USD 3,450,000 PRICE REDUCTION



Joint Central Agent

NORTHCOAST 125 125.6 ft (38.30m)
Northcoast Yachts | 2011 | Ft. Lauderdale, FL | USD 15,499,000



ALSO FOR CHARTER

ASPEN ALTERNATIVE 120 ft (36.60m)
Sovereign | 2002 | Ft. Lauderdale, FL | USD 5,500,000



FOREVER MY AGATA 108 ft (33.00m)
Mangusta | 2002 | West Med | EUR 7,500,000

EUR 500,000 PRICE REDUCTION



ANTIBES 105 ft (32.00m)
Ustaoglu / Dubois | 2010 | Kusadasi, Turkey | EUR 4,450,000



Joint Central Agent

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CAROBELLE 100 ft (30.00m)
Azimut Jumbo | 2000 | Ft. Lauderdale, FL | USD 3,450,000



*Not for sale or charter to U.S. residents while in U.S. waters.

ZAKOUSKA 86.9 ft (26.50m)
Warren Yachts | 2006 | Ft. Lauderdale, FL | USD 4,950,000

NEW LISTING FOR SALE



SPENCER 66 66ft (20.10m)
Spencer | 2007 | Ft. Lauderdale, FL | USD 2,850,000



CARPE DIEM 191' (58M) Trinity 2011. 6 Staterooms
C.A. Frank Grzeszczak 954.494.7096 or C.A. Kevin Bonnie +33.616.39.1959

HARBOUR ISLAND 180' (55M) Newcastle 2011. 6 Staterooms
C.A. Mark Elliott 305.794.1167 or C.A. Kevin Bonnie +33.616.39.1959

ZOOM ZOOM ZOOM 161' (49M) Trinity 2005. 5 Staterooms
C.A. Mark Elliott 305.794.1167

MIRAGE 132' (40M) Heesen 1992. 5 Staterooms
C.A. John Ciullo 954.494.1075

TRIX-SEA 103' (31M) Broward 2000. 4 Staterooms
C.A. Ron Morgenstein 954.309.9740

EXCELLENCE III 188' (57M) Abeking & Rasmussen 2001. 6 Staterooms
J.C.A. Mark Elliott 305.794.1167

STARGAZER 180' (55M) Ziegler 1964/2006. 7 Staterooms
J.C.A. Mark Elliott 305.794.1167

THIRTEEN 157' (48M) Christensen 2006. 6 Staterooms
J.C.A. Mark Elliott 305.794.1167

SHALIMAR 118' (36M) Azimut 1994. 5 Staterooms
C.A. Clayton Swart 954.383.3635 or C.A. Bruce Schattenburg 954.328.4329

DISCOVERY 100' (30M) Romsdal 1962/2000. 3 Staterooms
C.A. Ron Morgenstein 954.309.9740



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LADY LINDA 187' (57M) Trinity - Delivery 2012. 6 Staterooms

C.A. Frank Grzeszczak 954.494.7096 or C.A. John F. Dane 228.223.7144

WHEELS 164' (50M) Trinity 2009. 6 Staterooms

C.A. Chany Sabates III 954.604.2253 or C.A. Mark Elliott 305.794.1167

TUSCAN SUN 147' (46M) Izar 2006. 6 Staterooms

J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167

CEDAR ISLAND 110' (34M) Broward 1994. 4 Staterooms

C.A. Mark Elliott 305.794.1167

MARAFUERA III 64' (20M) Hatteras 2006. 4 Staterooms

C.A. Frank Grzeszczak 954.494.7096 or Frank Grzeszczak, Jr 954.830.4867



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Marlow Marine Sales, Inc.

Seasons Greetings from all the Marlow Sales Crew



2003 Marlow Explorer 57C

"Beech to Beach" a well cared for and constantly upgraded including the recent addition of stabilizers. Powered by 800hp CAT 3406's she has a 1200 mile range at 8 knots and a maximum speed of 19 knots. Please call for more details about this great opportunity.



2006 Marlow Explorer 53C

"Blue Gill" has come to the market for the first time as her owners are retiring from yachting. She is powered with the ever popular CAT C-12 engines providing 700 hp each. She is priced to sell quickly. Call for details.



2006 Marlow Explorer 70E-CB

"X-IT" is a 70 Command Bridge customized throughout. Includes enlarged galley and high gloss interior. Powered by CAT C-18's, with a cruise of 18-20 knots and top speed of 23 knots. "X-IT" is a great opportunity.



2008 Marlow Prowler 37 Classic

Triple Four Stroke Yamaha 250's power this very classy picnic boat. With same construction methods as her big sisters, the Marlow Explorers, "Sea Ya Later" will be the talk of the dock.



2003 Marlow Explorer 72C

"My Patricia" has three staterooms with ensuite heads for owners and guests and full crew quarters aft. Captain maintained, she has CAT 3412's to provide a fast cruise and top speed of 26 knots. Call today for details.



2003 Marlow Explorer 70E

"Happy Endings" has three staterooms, heads and separate full crew quarters. Well maintained, low hours and many recent upgrades, her 800hp CAT's let you cruise at 8 knots for over 1600 miles. Please call today for details.



2008 Marlow Explorer 70E-CB

"Jackpot II" is a Command Bridge Explorer. Powered with 1015hp CAT C18's delivering a top speed of over 25 knots and a cruising speed of 23 knots; she sips just 9gph at 8.3 knots giving an impressive range of over 1,800 miles.



2008 Marlow Explorer 53C

"Miss Ruth" is a lightly used, well equipped Explorer 53C powered by 700hp CAT C-12's. She is maintained to the highest level by her meticulous and knowledgeable owners. Call today for details about this beautiful yacht.



2001 Navigator 56 Classic RPH

This nicely designed yacht with three staterooms, comfortable pilothouse and large flybridge is powered by twin 430hp Volvo® diesels. Owner will consider reasonable trades!



2004 Heritage East 42+4

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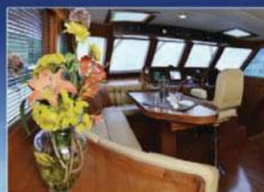
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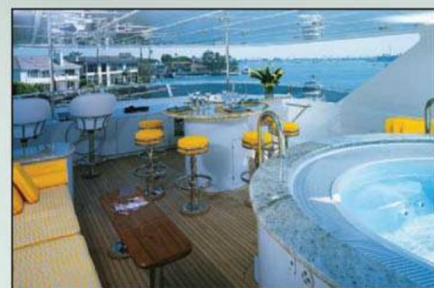
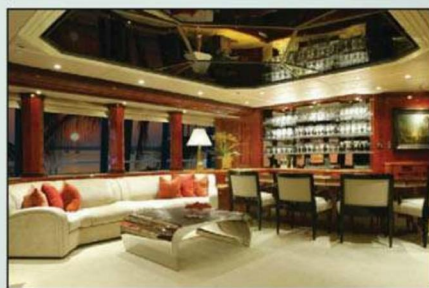
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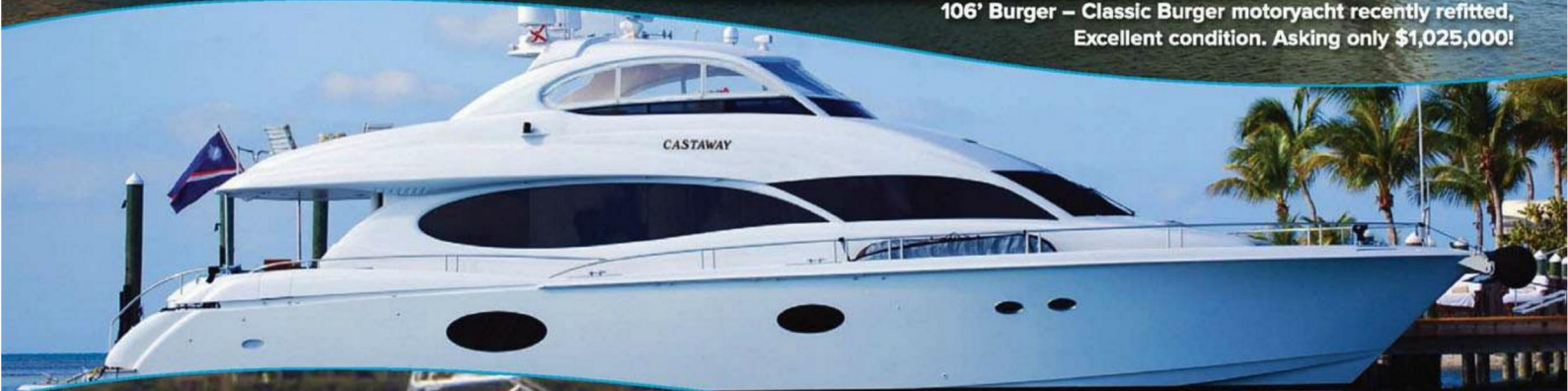
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John Staluppi

The guy's got a thing for speed, whether it's the fastest yacht, tearing around in a snowmobile or pushing a Ferrari that he sheepishly admits to clocking 180 mph. John Staluppi's life revolves around cars, but a second career might be building yachts; he's had 16. His favorite was the 53-knot *Octopussy*, but these days he claims he's going strictly for luxury. **INTERVIEW BY GRACE TROFA**

Hometown: West Palm Beach, Florida

Profession: Car dealer, founder of Millennium Super Yachts

First boat: I got my first boat at 17, a 28-foot Shepherd, a Canadian-built mahogany motor boat.

Current yachts: 170-foot Benetti *Quantum of Solace* and newly launched 200-foot Benetti *Diamonds are Forever*

Favorite feature of *Quantum of Solace*: The skylounge and sun deck; we do a lot of entertaining.

Favorite port? Paradise Island, The Bahamas

Most memorable yachting experience? When I built the fastest yacht in the world, the 140-foot *The World Is Not Enough*; she could do 66 knots.

What possessed you to want the fastest yacht? Because everyone always has the biggest yacht, so I wanted to have the fastest.

First job? When I was 16 I went to work as a mechanic.

What is the secret to your success? I'm hardworking and have a lot of ambition.

What has been your greatest professional success? My car dealerships, I have 27. I bought

my first one in New York when I was 20 years old.

How many cars do you own and which is your favorite? I have about 150; my favorite is a 1956 Cadillac convertible.

What do you tool around town in daily? A Rolls-Royce Ghost

Latest impulsive purchase? That Rolls-Royce Ghost!

Favorite watch? Breitling

Favorite charity? Hospice, and we are also involved with Make-a-Wish Foundation.

Favorite wings? I just bought a new Gulfstream G-V.

Ever take control? No, I just like to sit in the back now. I used to have helicopters and I flew those; I really enjoyed flying the Bell 222.

Favorite sport? I like to go snowmobiling—no skiing, for me, it has to have a motor—and hunting for elk in Wyoming.

Ever think of another career? The car business is the only thing I know, but another career might have been building boats; I like that. I've had 16 boats.

What's with the James Bond theme? I like the names. I've had *Octopussy*, *Moonraker*, *For Your Eyes Only*, *The World is not*

Enough, *Casino Royale*, *Quantum of Solace* and now *Diamonds Are Forever*. I've seen all the films.

What are some of the luxuries on the new boat? The skylounge for sure. My wife, Jeanette, does all the decorating. She made the interior really spectacular with rare woods and Erté art.

Any hobbies? My antique cars. I have a museum, Cars of Dreams, with about 105 cars in the collection. I went back to my roots when I first started out as a mechanic.

Life lesson learned? I try not to forget where I came from and try to always be nice to all types of people regardless of who they are and what they do.

Anything left on your bucket list? Maybe someday going to the moon, but that's it.

What would we be surprised to know about you? That I'm kind-hearted and a nice person and I love my dog, a Maltese called Dillinger; that's what my wife says.

What drives you nuts? If my boat is dirty

Favorite quote? This ain't no low buck operation.

Last meal on earth? Rigatoni pasta with a Bolognese sauce ■



Diamonds Are Forever was just launched in November 2011.



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